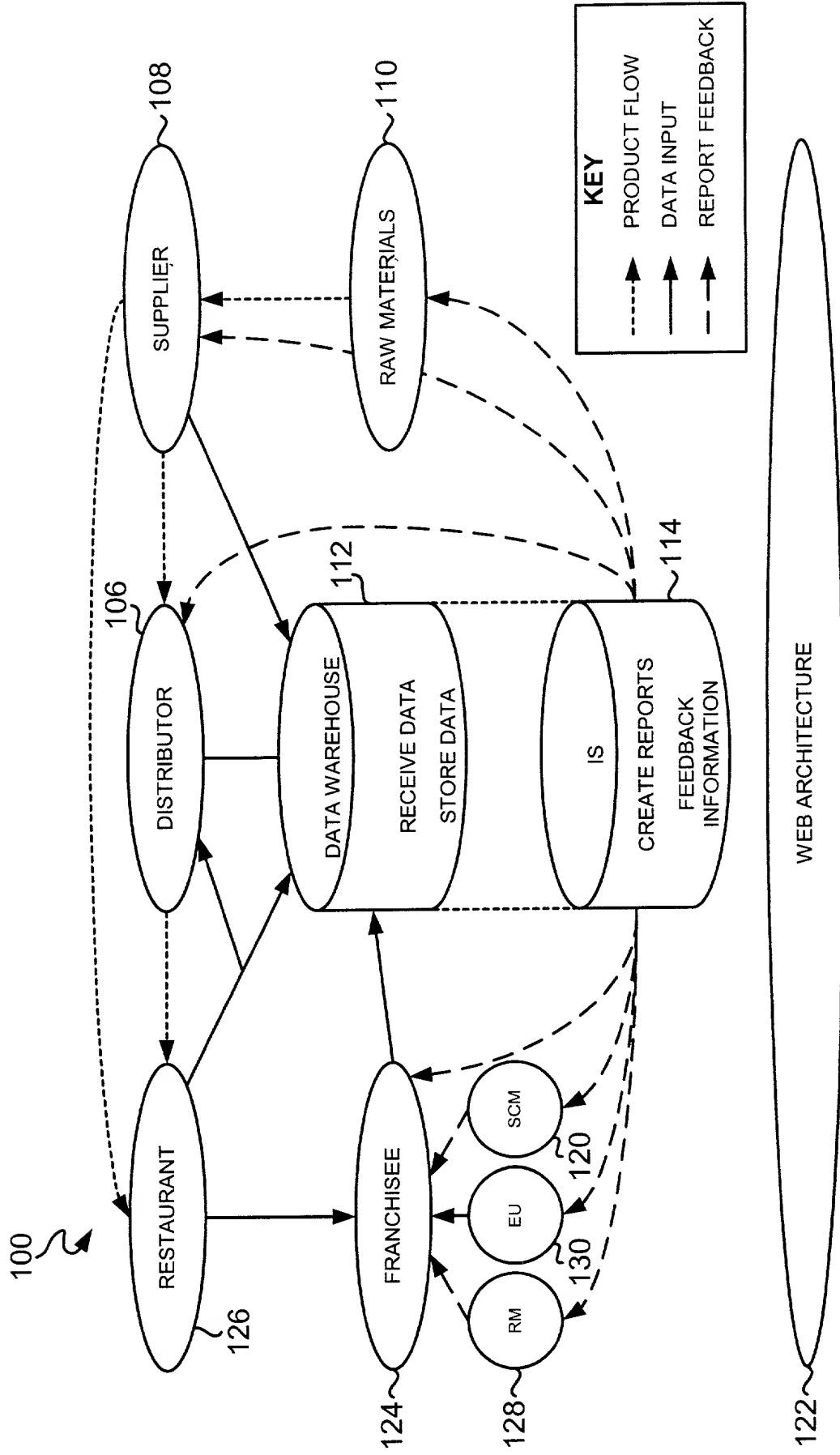
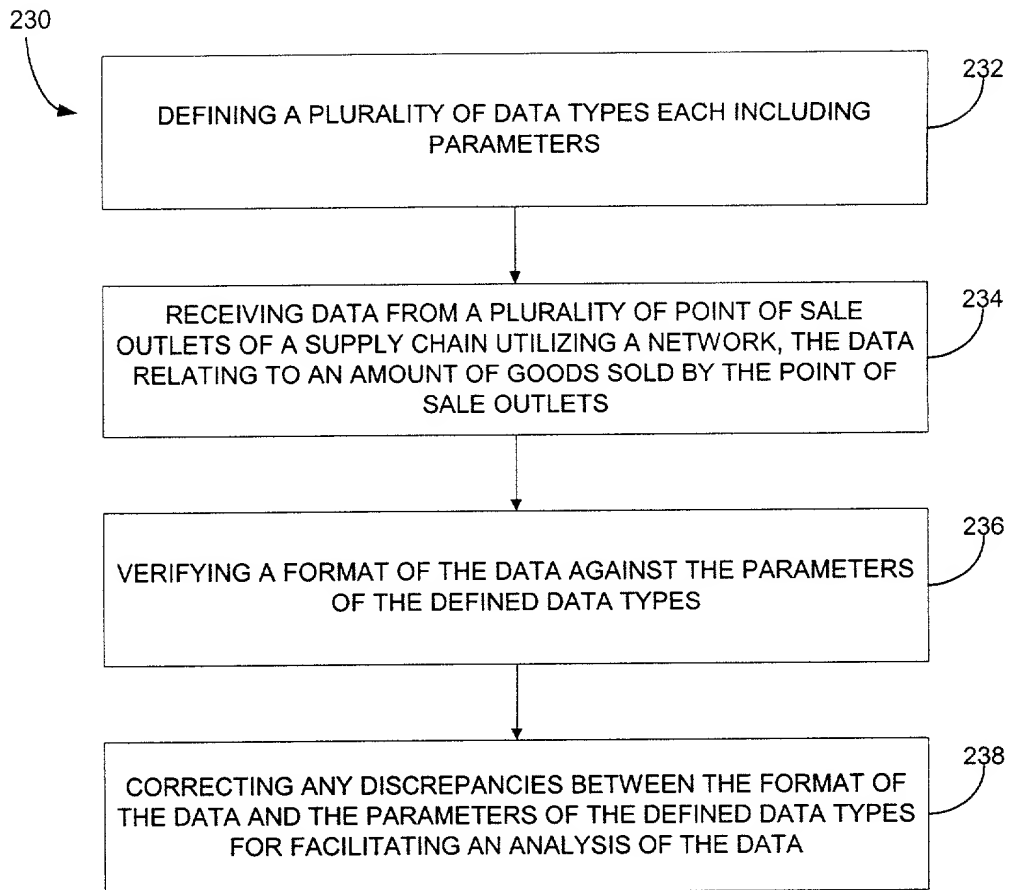


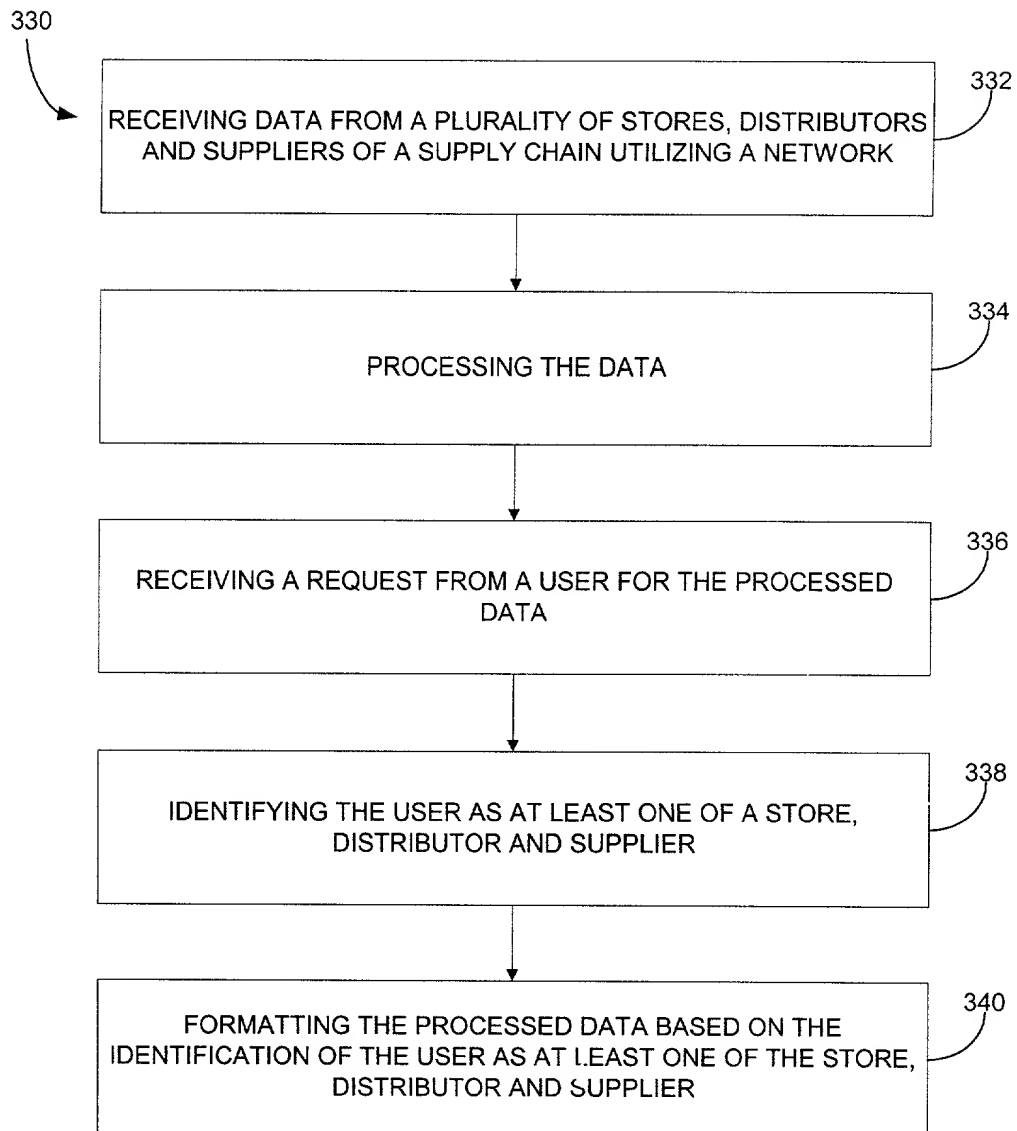
**FIG. 1A**



**FIG. 1B**



**FIG. 2**



**FIG. 3**



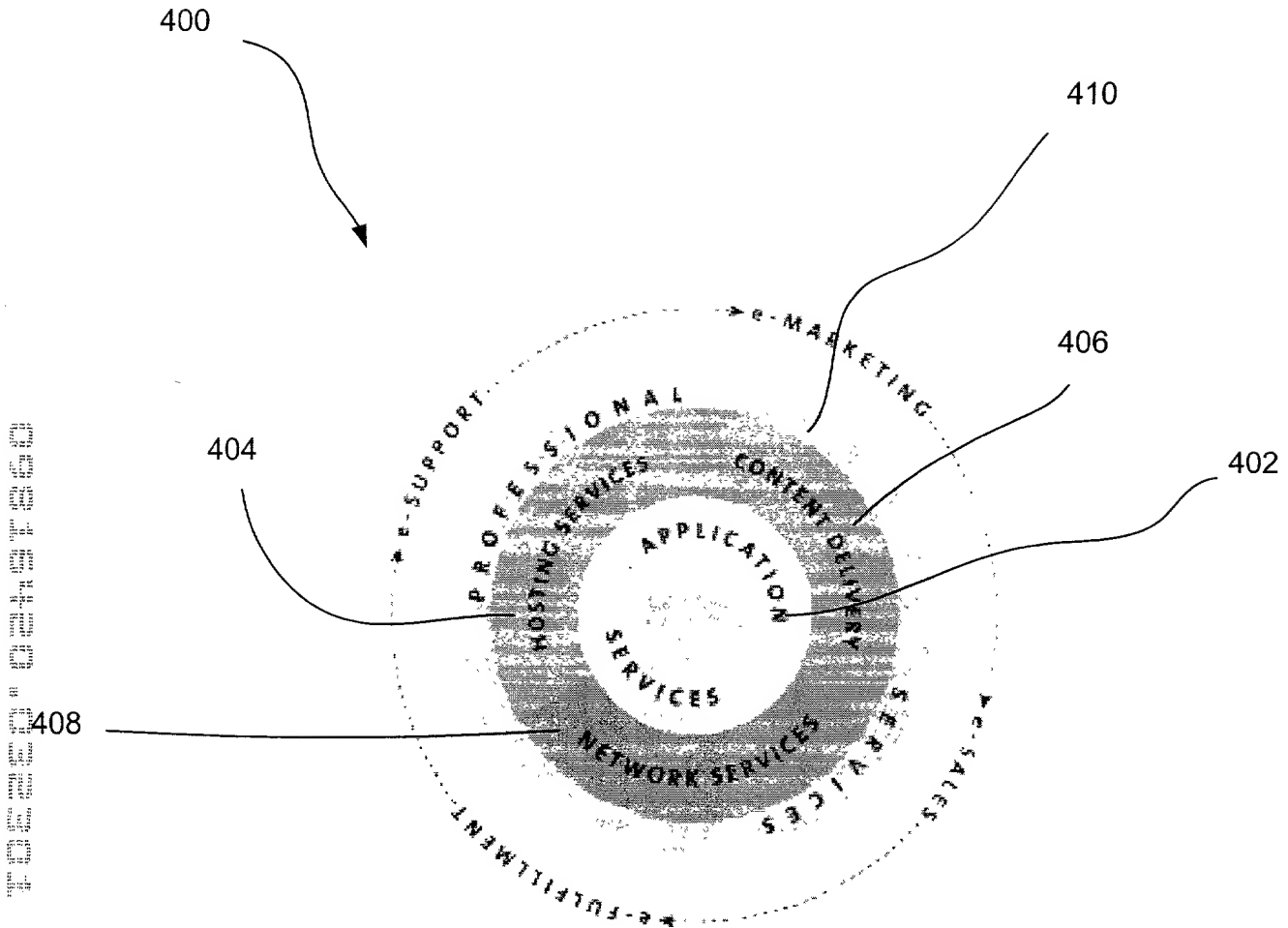
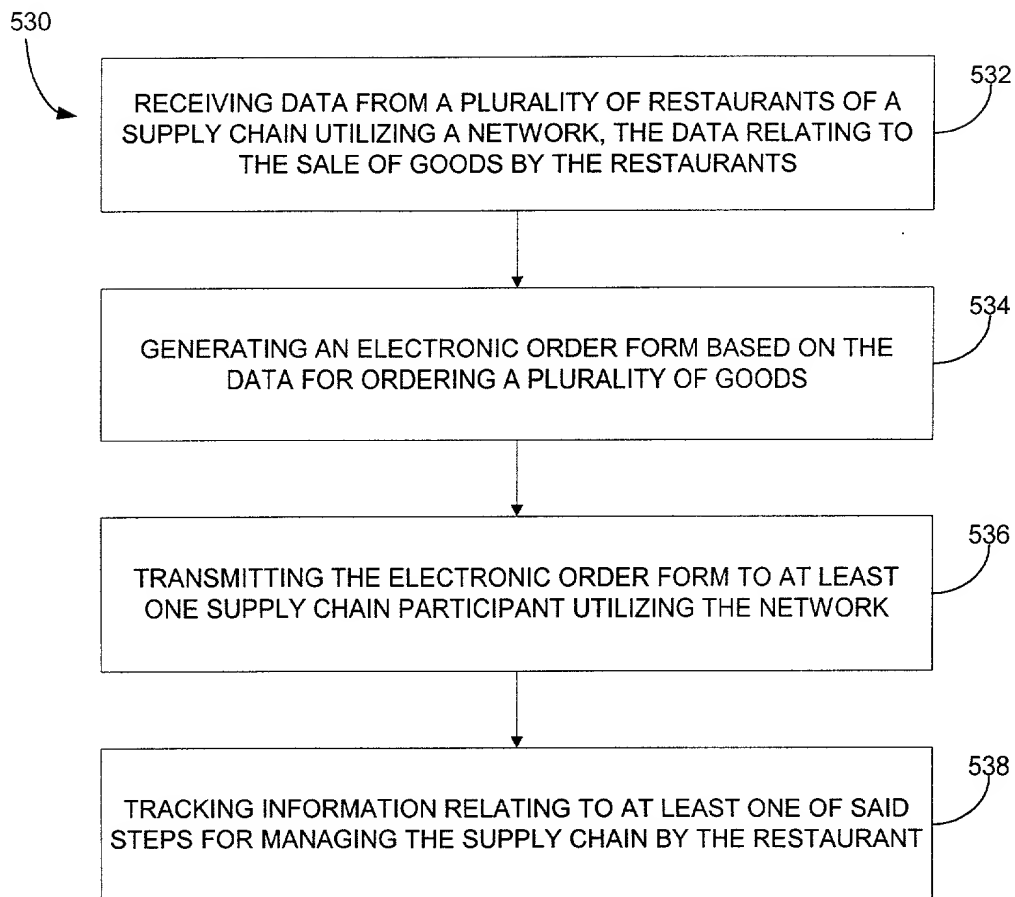
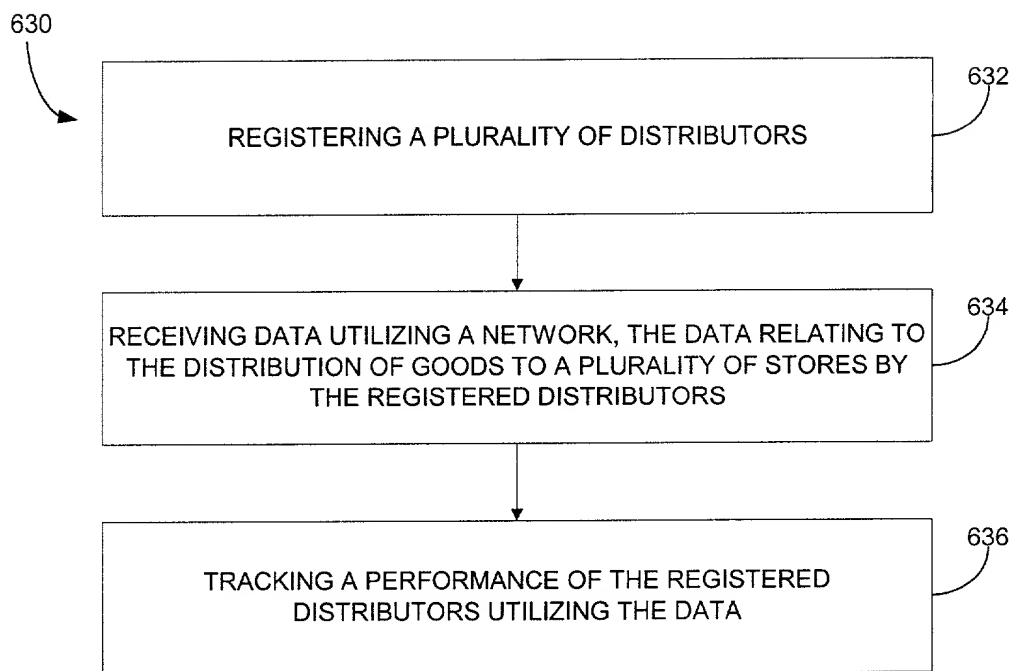


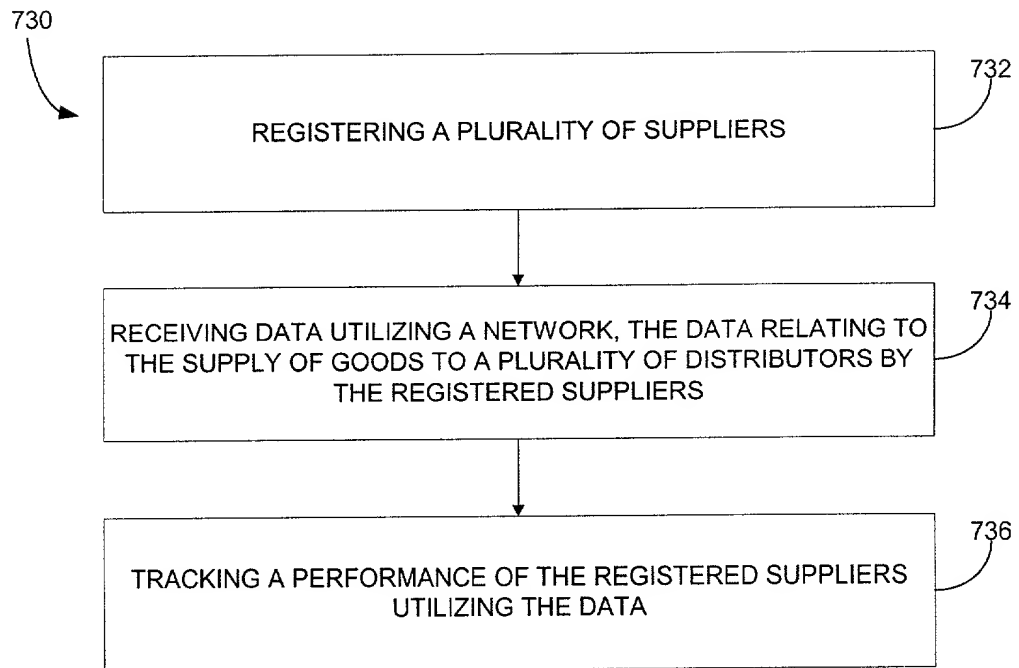
Fig. 4



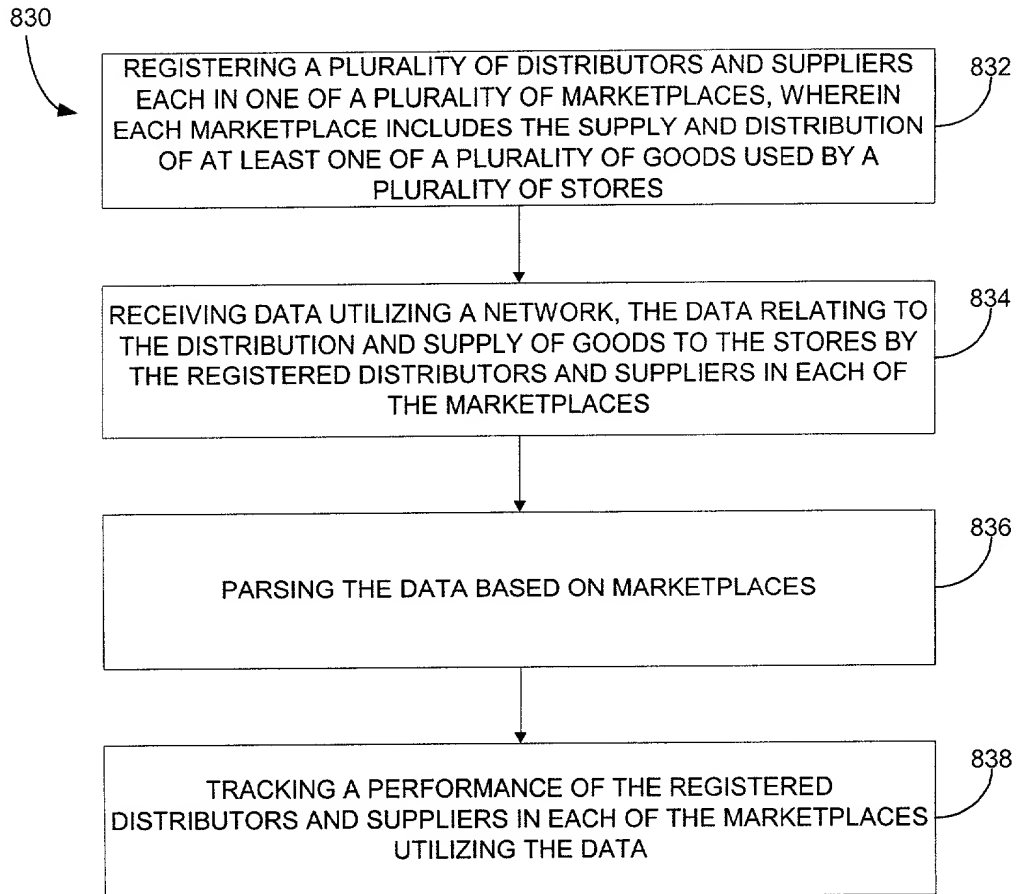
**FIG. 5**



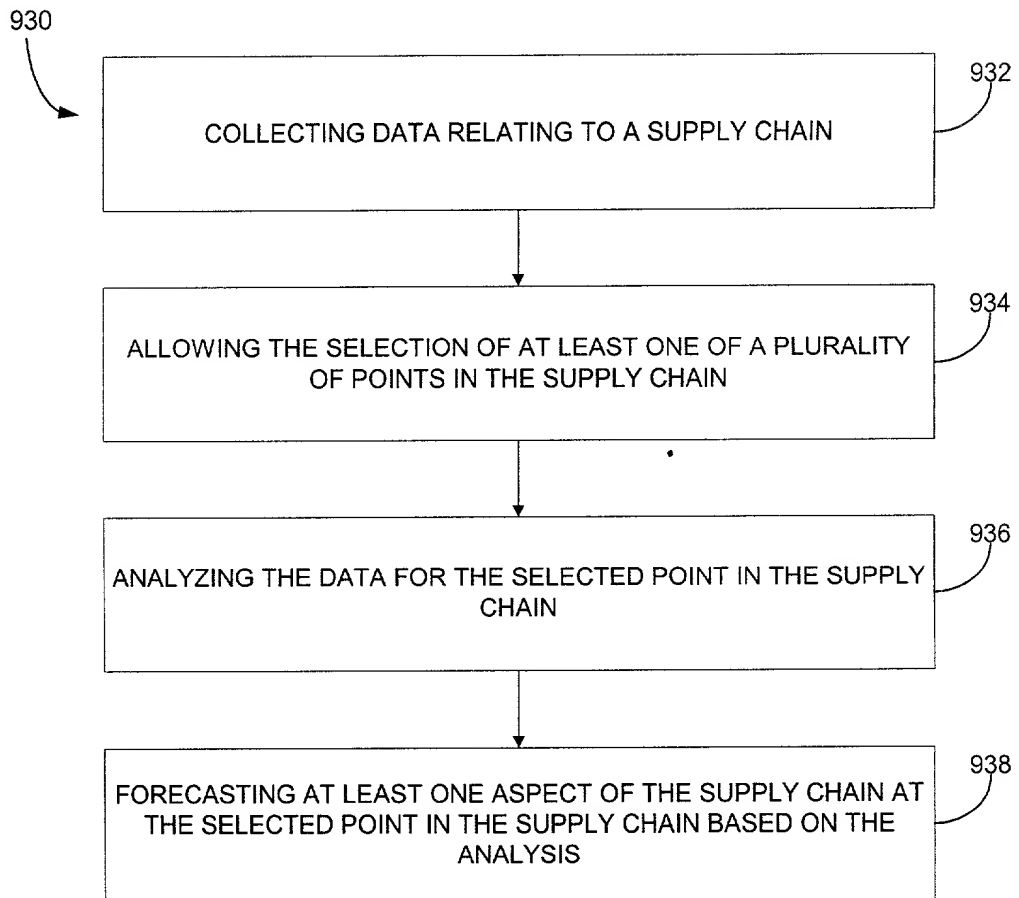
**FIG. 6**



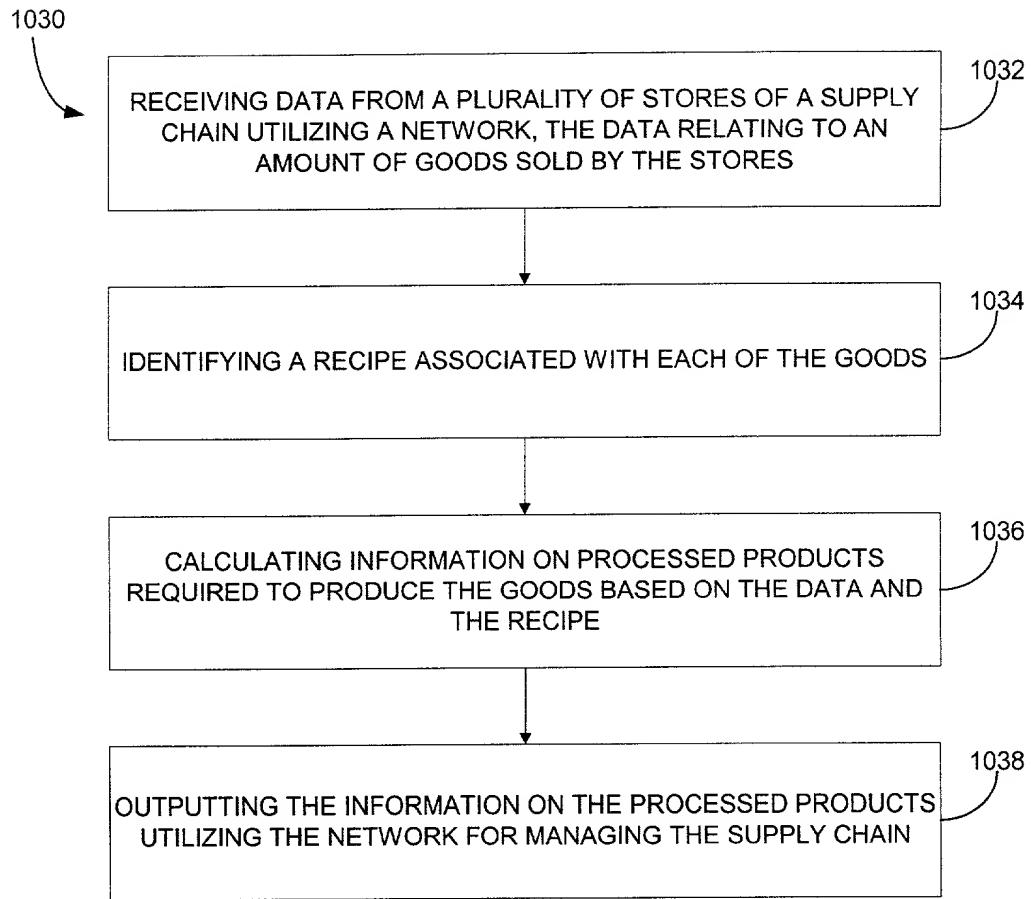
**FIG. 7**



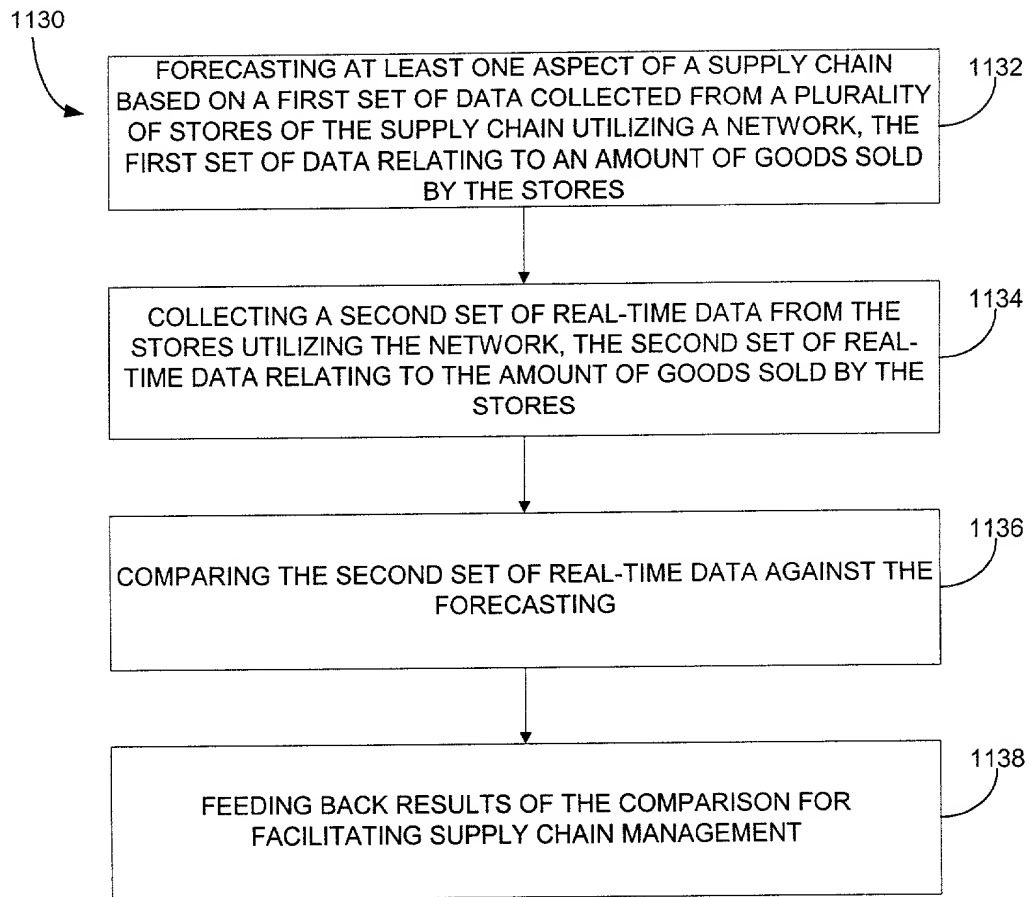
**FIG. 8**



**FIG. 9**



**FIG. 10**



**FIG. 11**



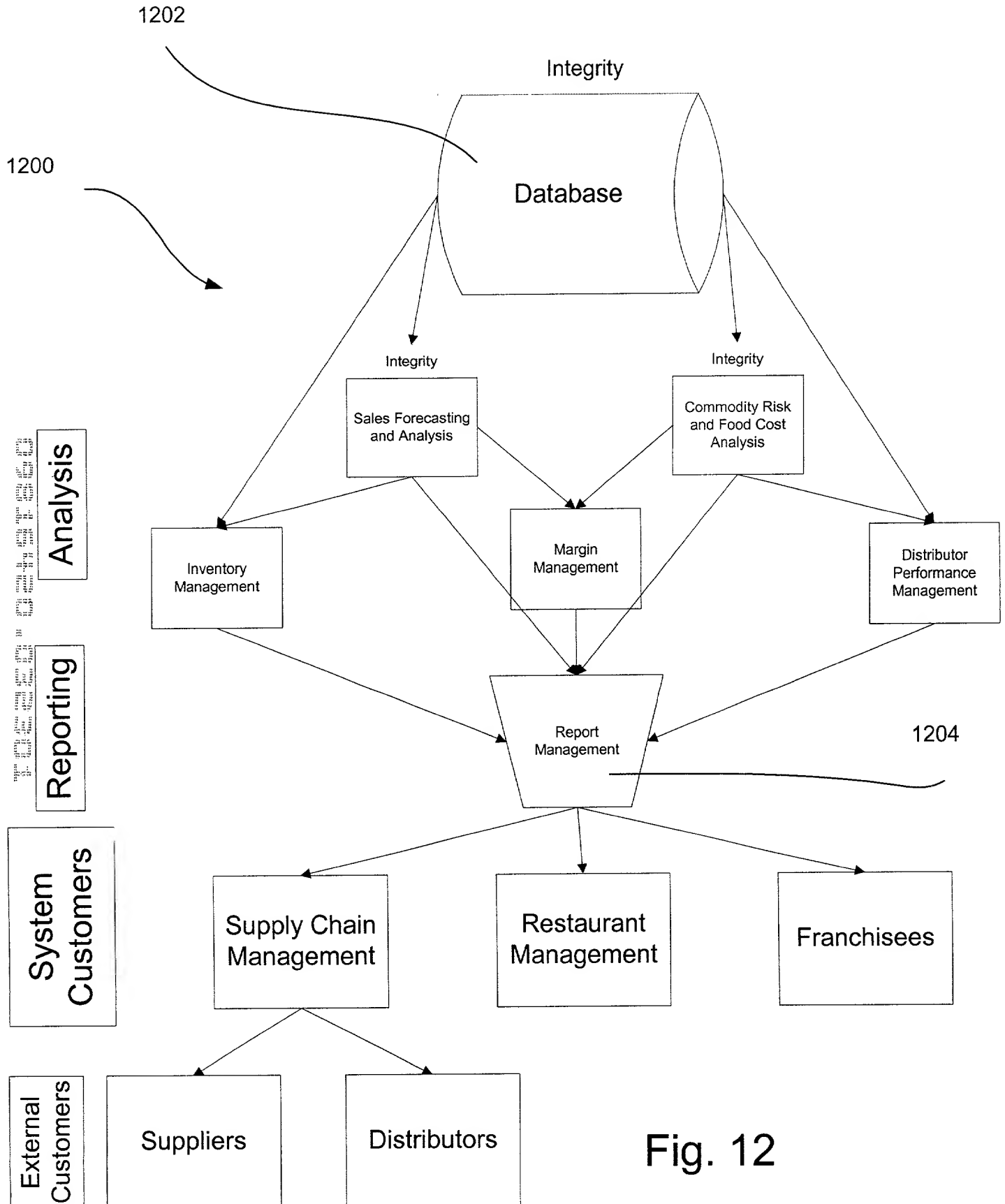
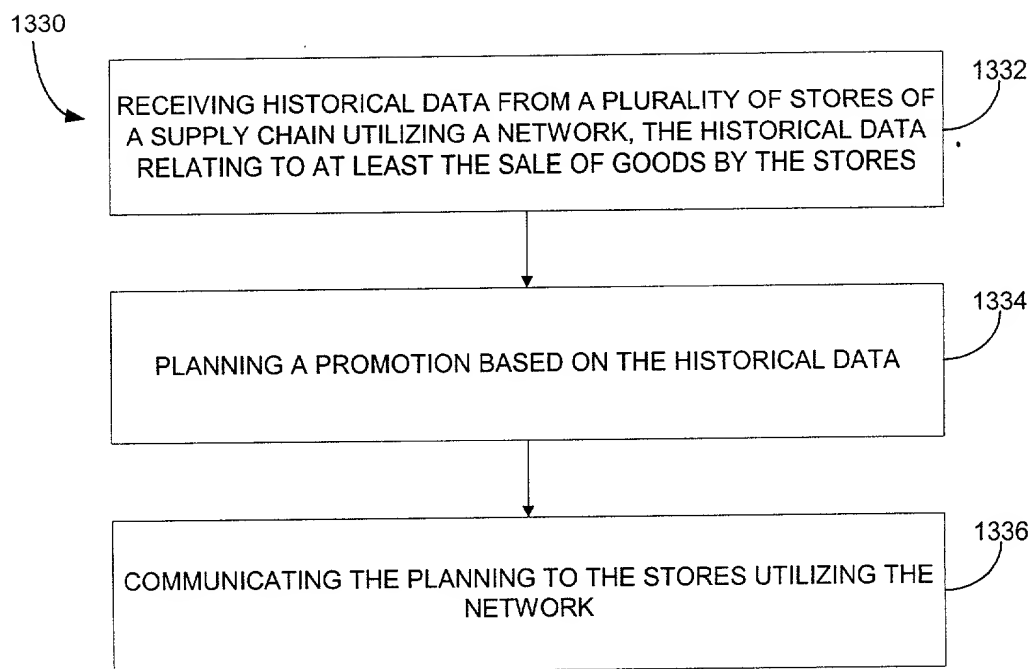
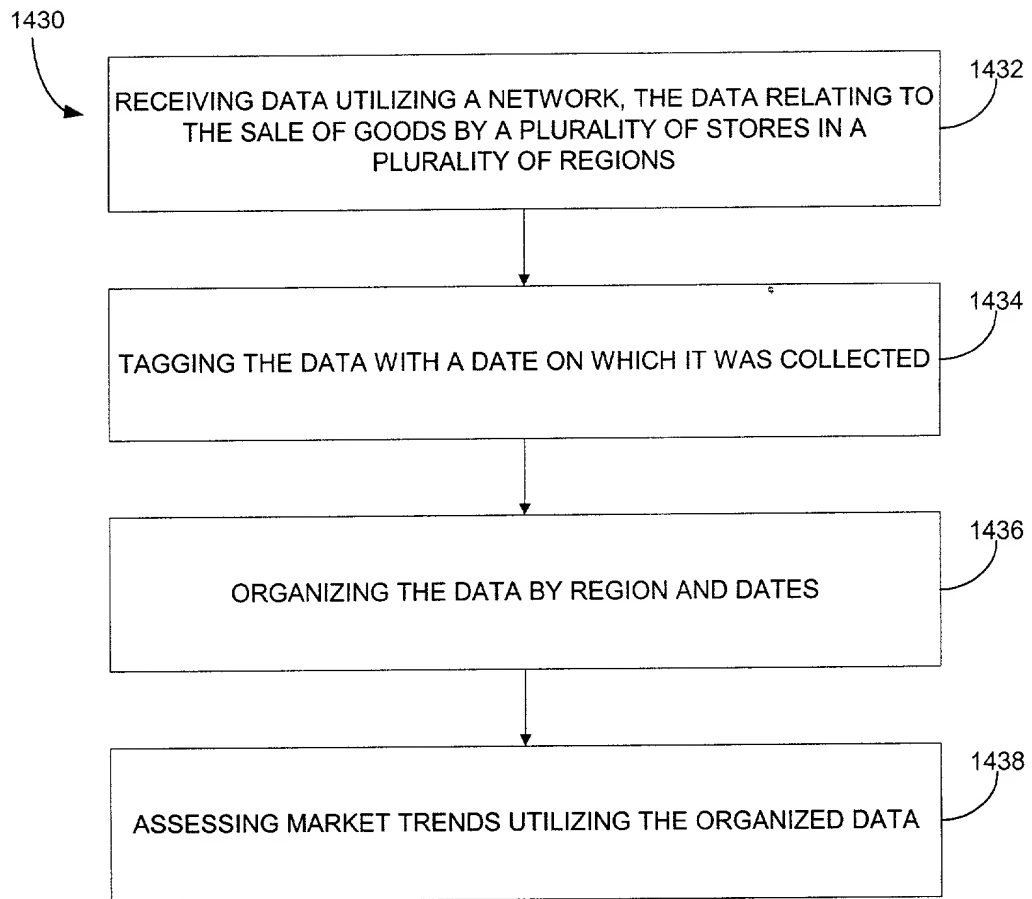


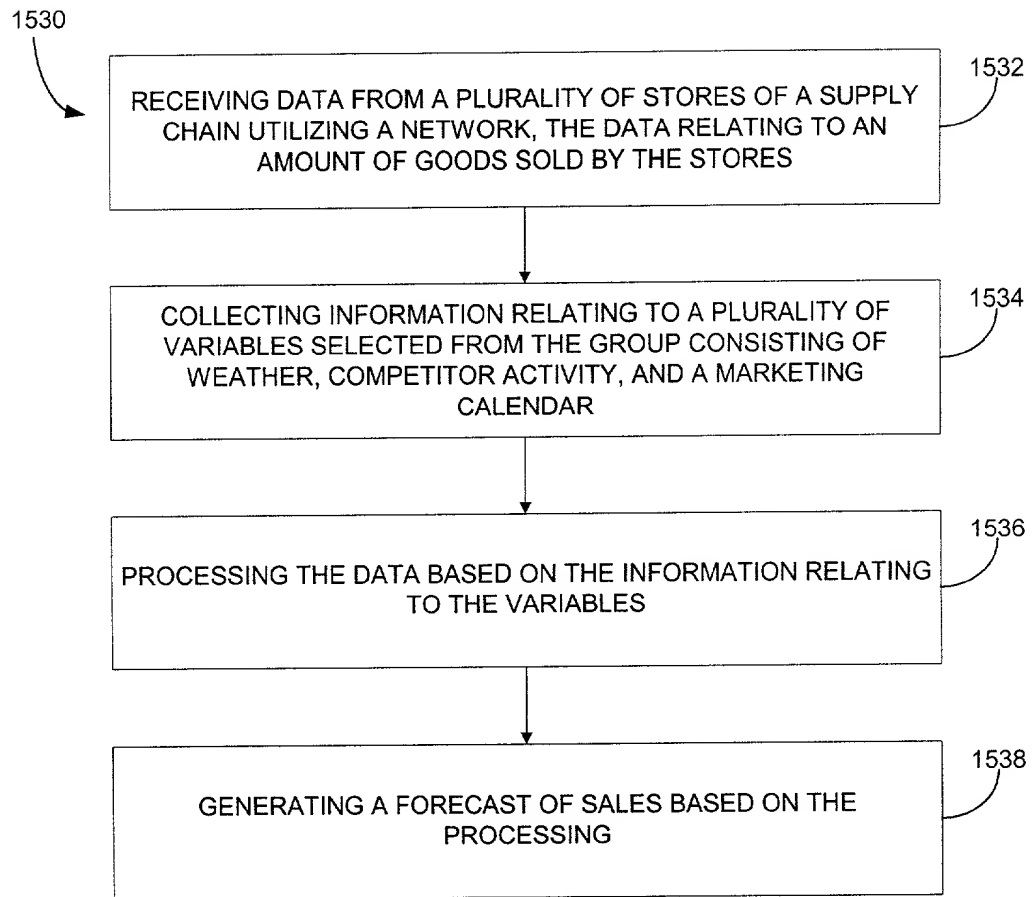
Fig. 12



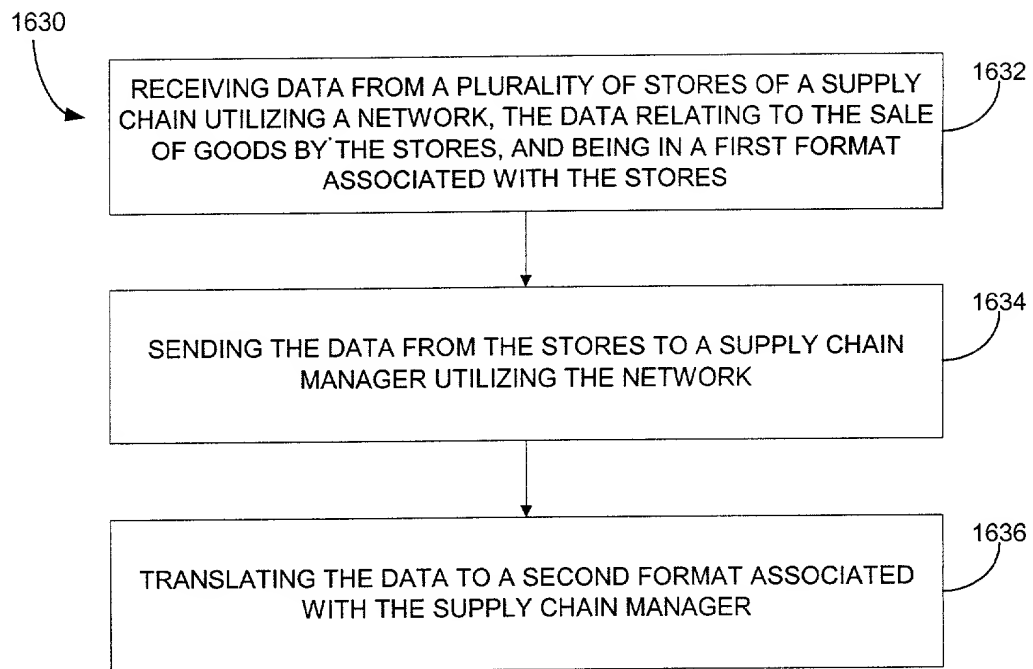
**FIG. 13**



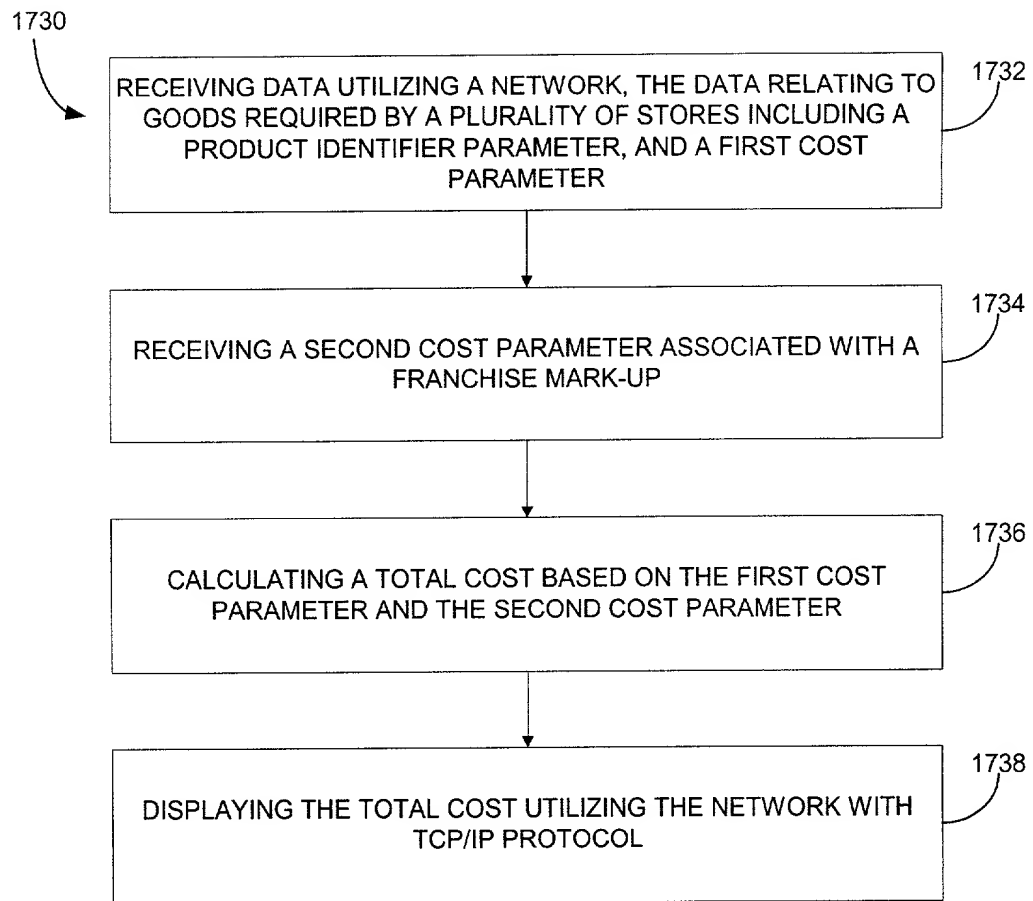
**FIG. 14**



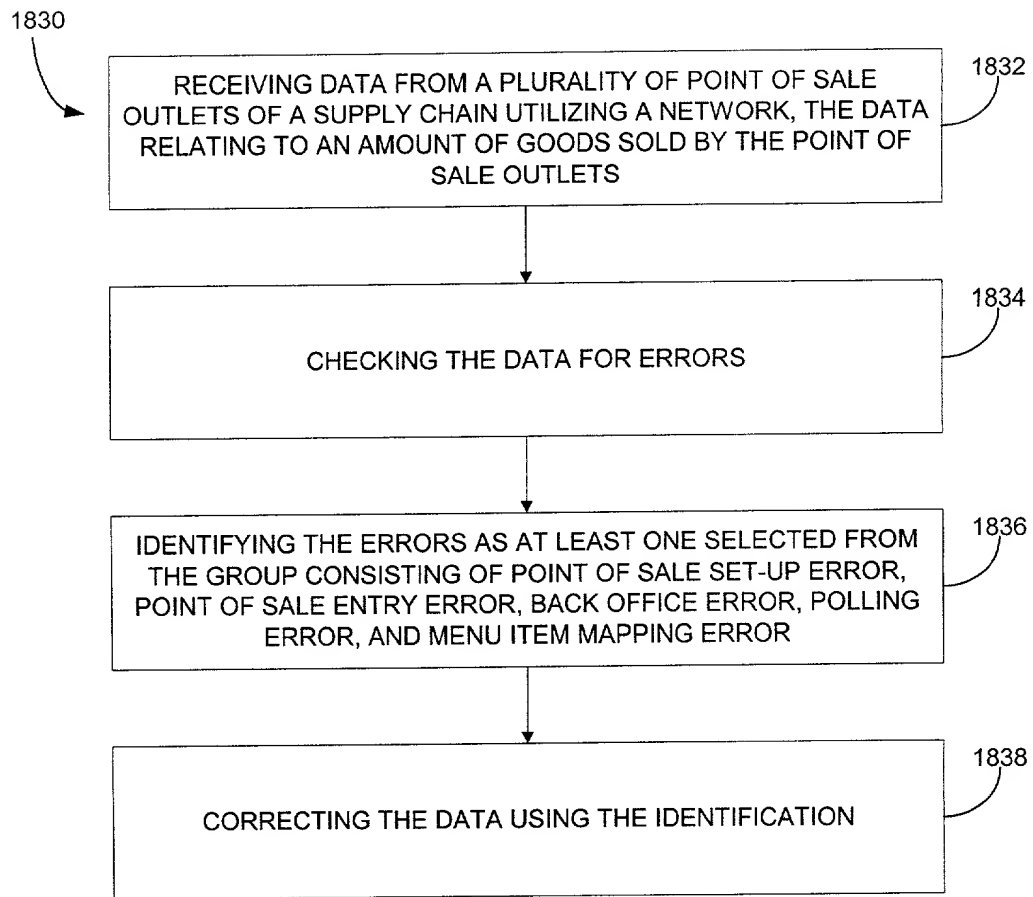
**FIG. 15**



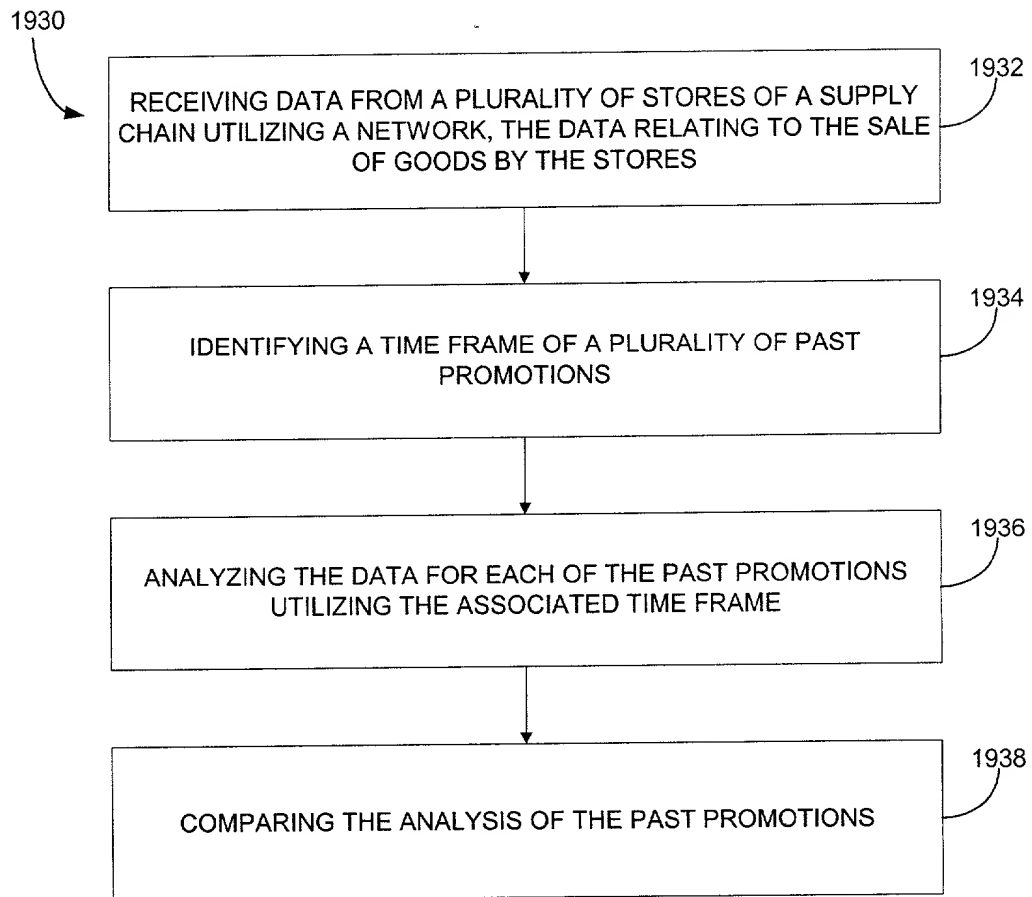
**FIG. 16**



**FIG. 17**



**FIG. 18**



**FIG. 19**



Figure 20 is a diagram illustrating a forecasting process. The diagram shows a flow from 'Restaurant Management' and 'Supply Chain Management' to 'Autonomous Forecasts Shared in a structured manner', which then leads to 'Collaborative Forecasting', and finally to 'Separate Business Unit Supported by RM and SCM'. The years '2002' and '2000' are associated with the top boxes.

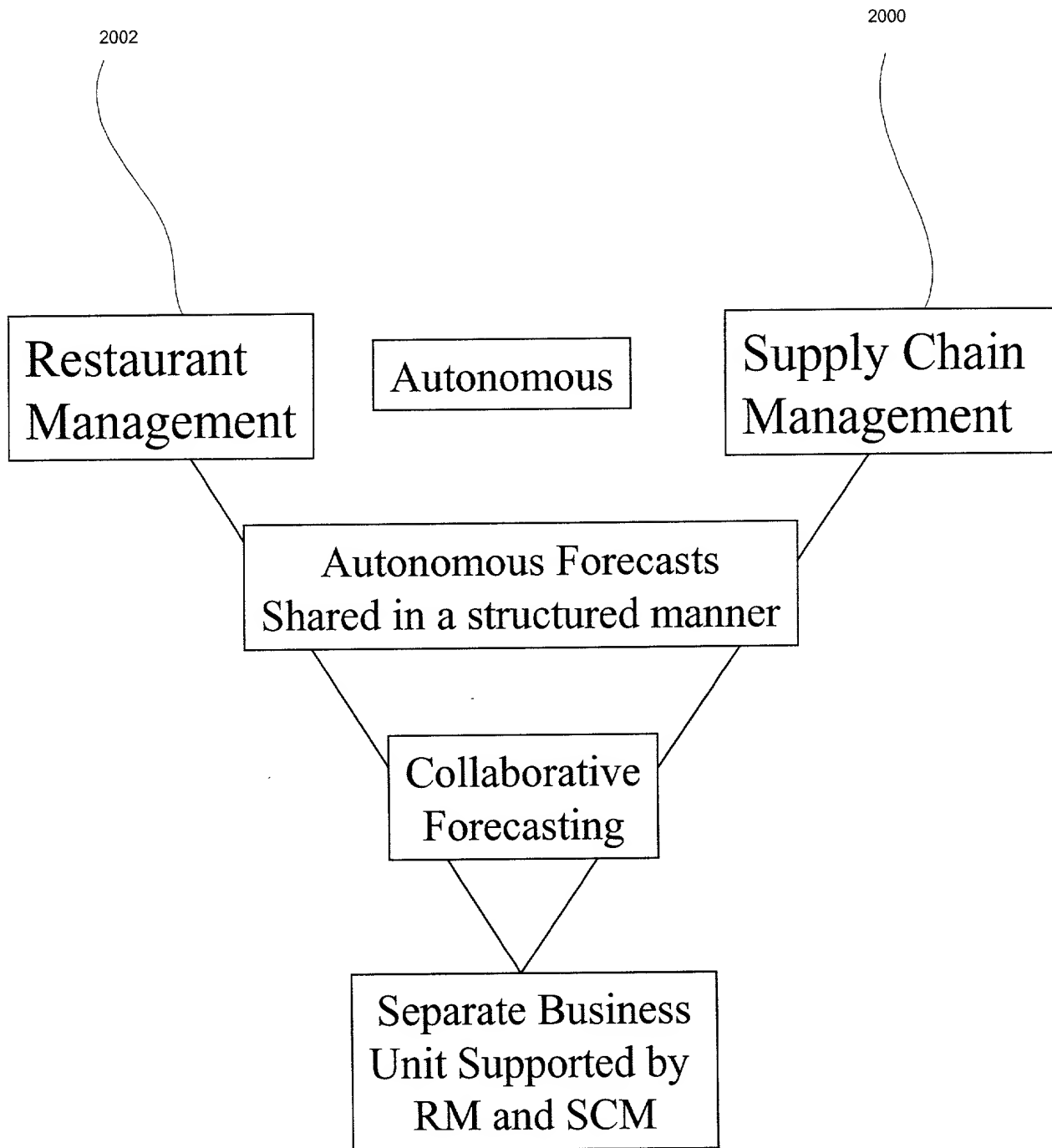
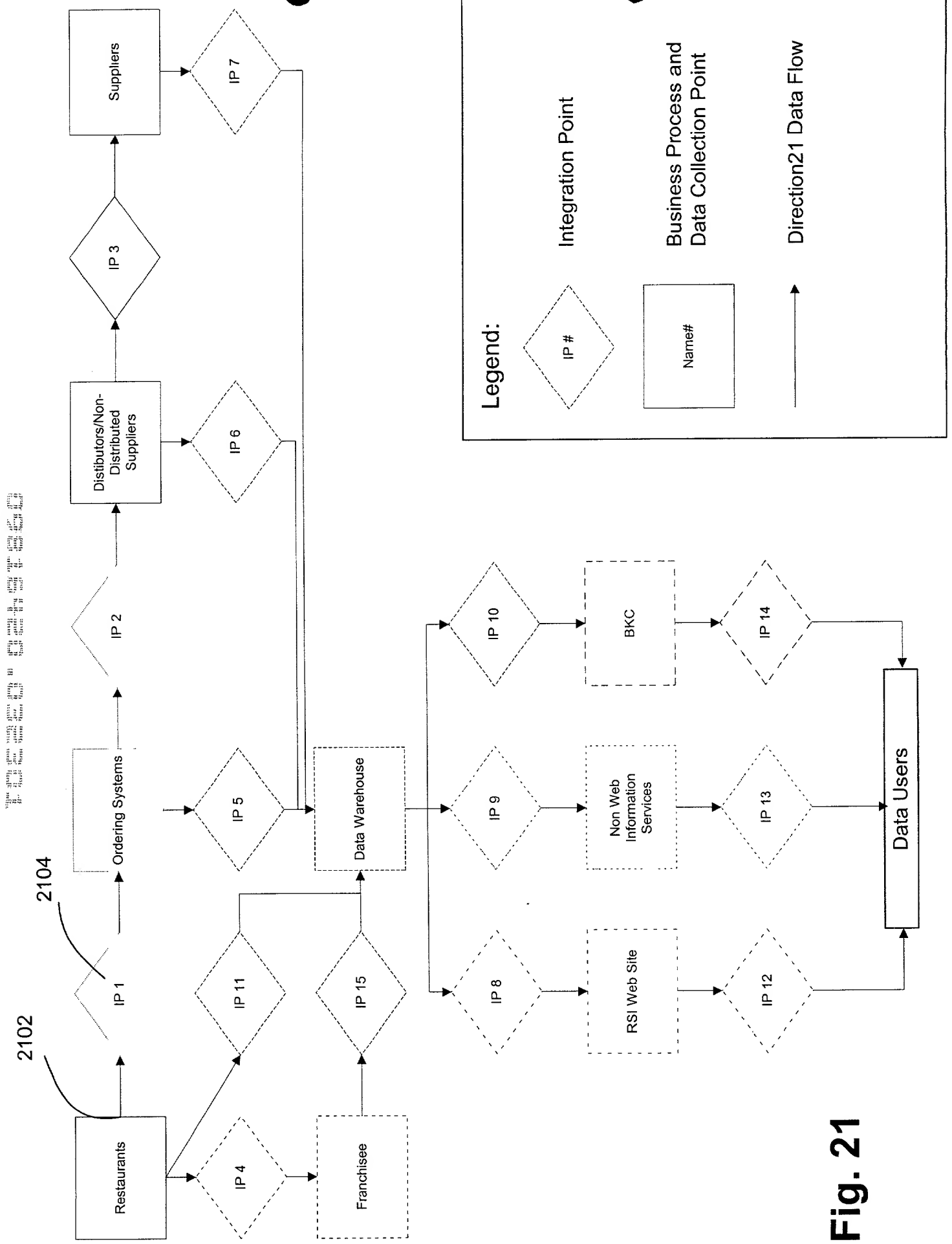


Fig. 20



**Fig. 21**

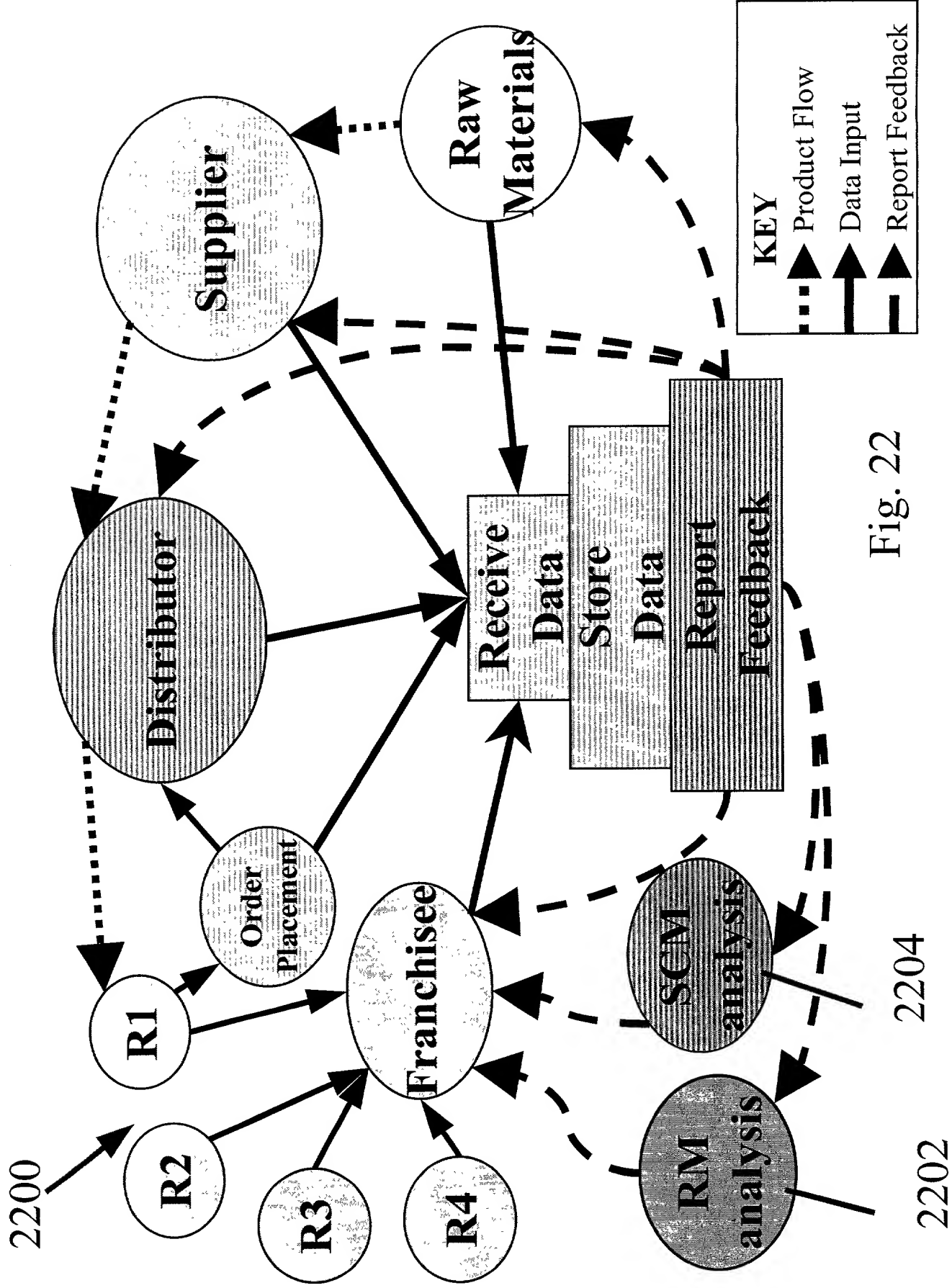
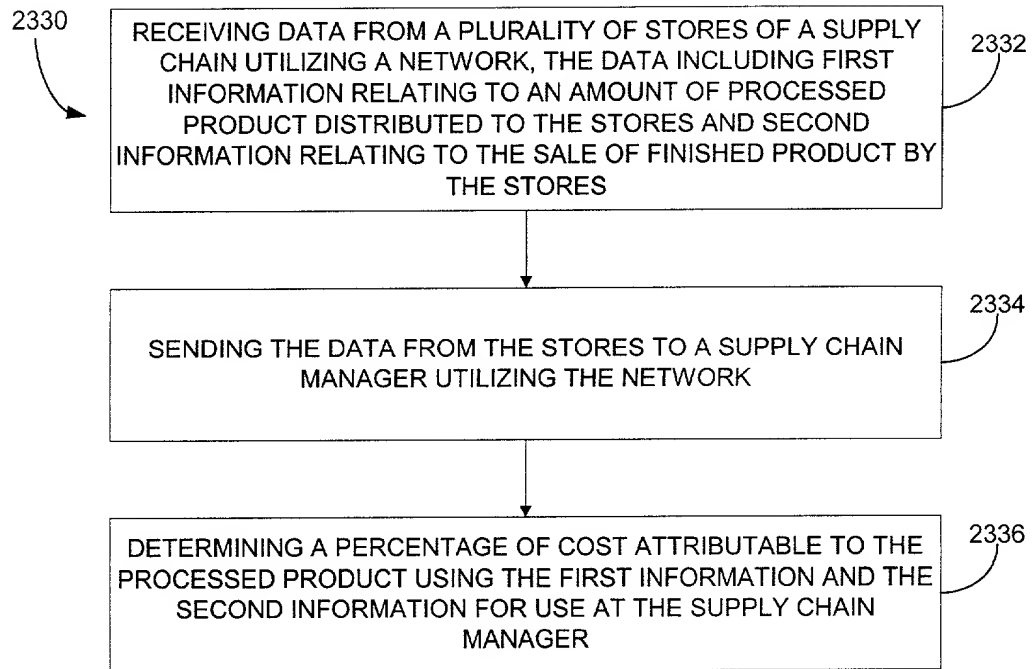


Fig. 22



**FIG. 23**

FIG. 24

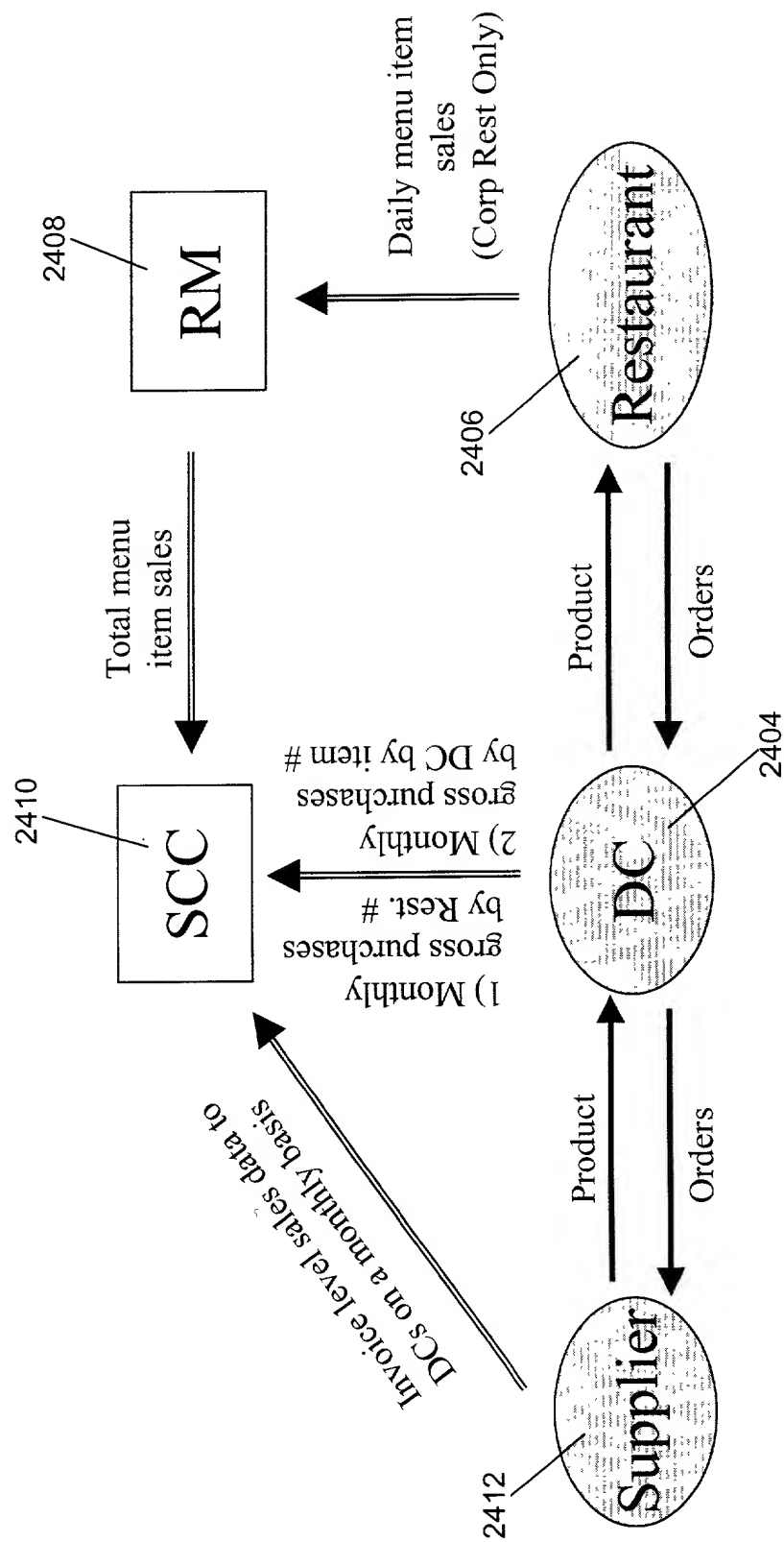
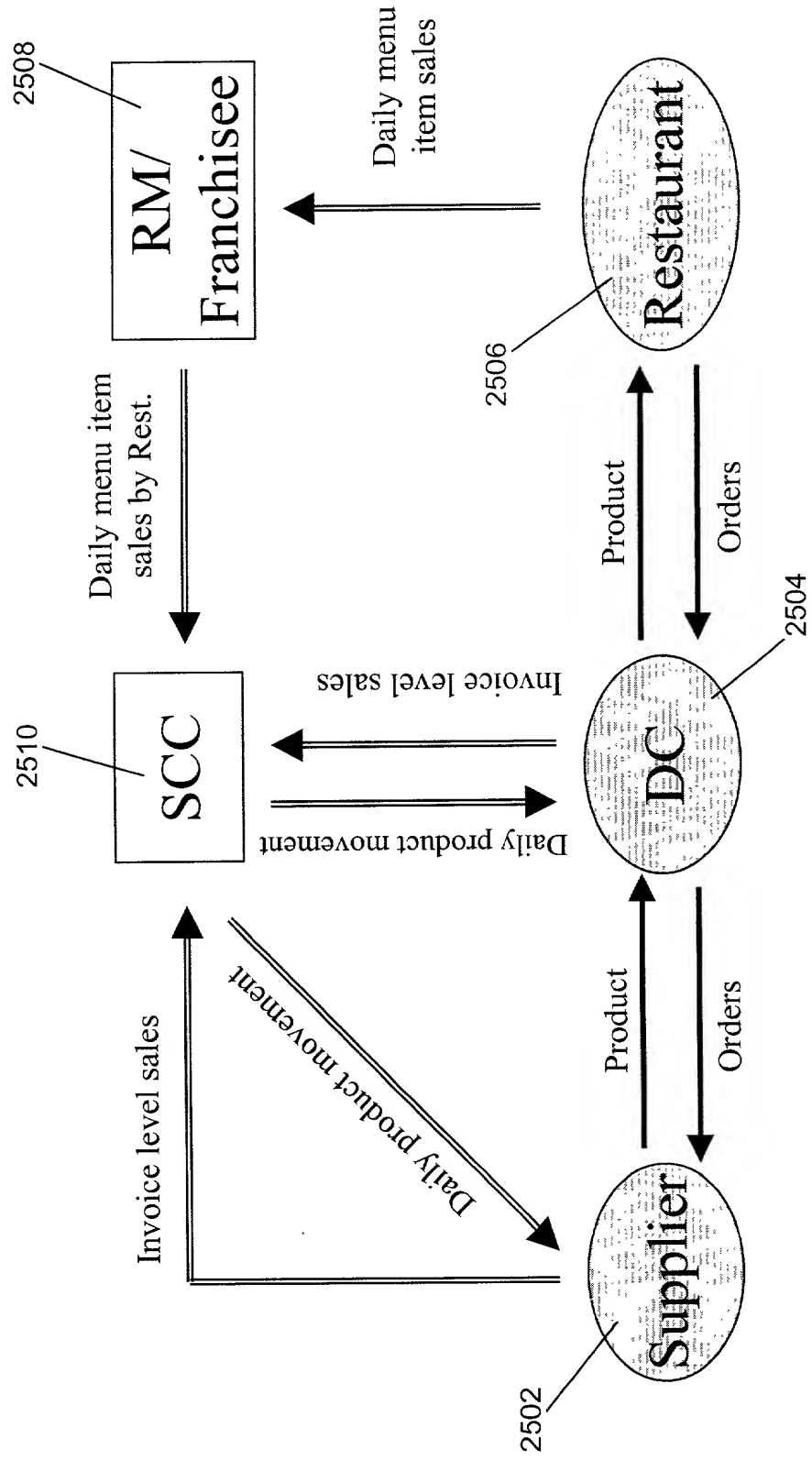


FIG. 25



# FIG. 26

2600

2602

2604

FIG. 20

Sales Forecast Worksheet - System

Week	History								Forecast							
	Q1	Q2	W-6	W-5	W-4	W-3	W-2	W-1	W+1	W+2	W+3	W+4	W+5	W+6	Q3	Q4
GRP's																
Nin'l Marketing Theme																
Advertising Score																
Local Considerations																
Competition Index																
Weather Index																
Seasonality Index																
Sales History/Forecast Total (\$/store)																
Key Products by Menu Item (units/day/store)																
WHOPPERS	437	327	203	207	193	234	297	282	300	344	358	394	413	409	284	327
WHOPPERS W/CHEESE	208	172	143	140	135	155	196	172	163	172	179	196	206	204	143	164
YWVM WHOPPERS	805	723	701	692	623	760	921	829	900	943	829	912	958	948	707	813
etc.....																
Key Products by Inventory Item (cases/day/store)																
Beef-Whopper 4.0 oz	10.1	8.5	7.3	7.2	6.6	8.0	9.8	8.9	9.5	10.1	9.5	10.4	11.0	10.8	7.9	9.1
Cheese-American Sliced	0.3	0.2	0.2	0.2	0.2	0.2	0.3	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0.2	0.2
Mayo-bulk	2.8	2.4	2.0	2.0	1.9	2.2	2.8	2.5	2.7	2.8	2.7	2.9	3.1	3.0	2.2	2.5
Pickles - Pail	1.8	1.5	1.3	1.3	1.2	1.4	1.7	1.6	1.7	1.8	1.7	1.8	1.9	1.9	1.4	1.6
Wrap Whopper	0.4	0.3	0.3	0.3	0.2	0.3	0.4	0.3	0.3	0.4	0.3	0.4	0.4	0.4	0.3	0.3
Ketchup- Bulk	1.9	1.6	1.4	1.4	1.2	1.5	1.8	1.7	1.8	1.9	1.8	2.0	2.1	2.0	1.5	1.7
Bun-Whopper 5" (dozen)	120.8	101.8	87.3	86.6	79.3	95.8	117.8	106.9	113.6	121.6	113.8	125.2	131.4	130.1	94.5	108.7
Lettuce - shredded	3.4	2.9	2.5	2.4	2.2	2.7	3.3	3.0	3.2	3.4	3.2	3.5	3.7	3.7	2.7	3.1
Tomatoes	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
Onions - sliced	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
etc...																

2600

2602

2604

# FIG. 27

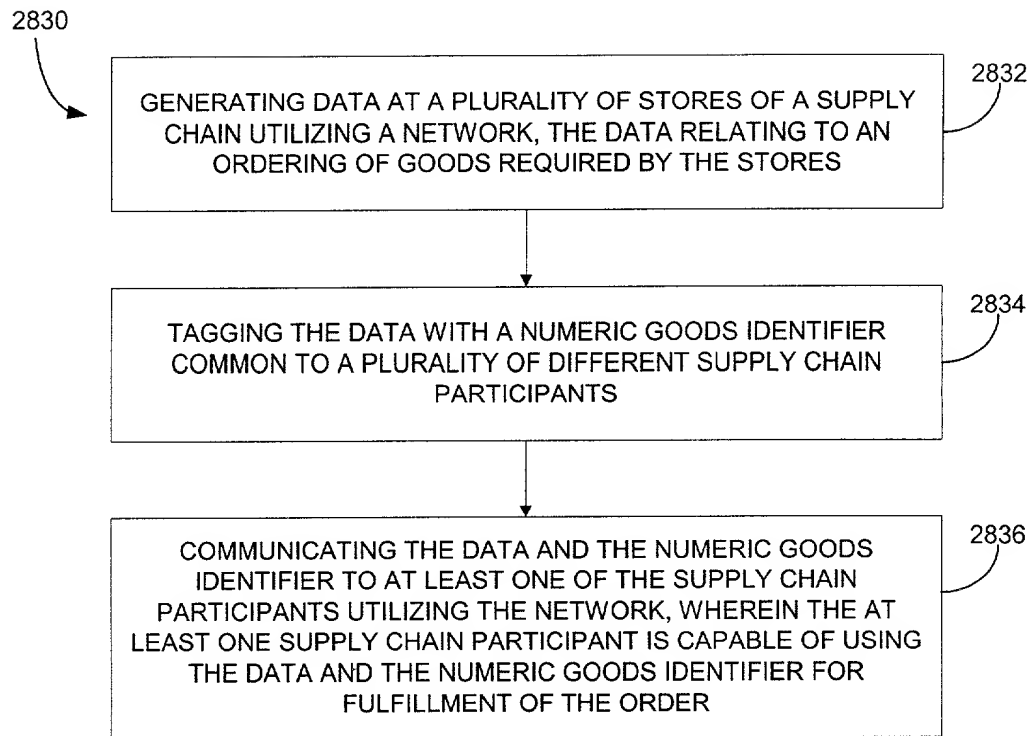
2700

## Promotional Monitor - System & Regional

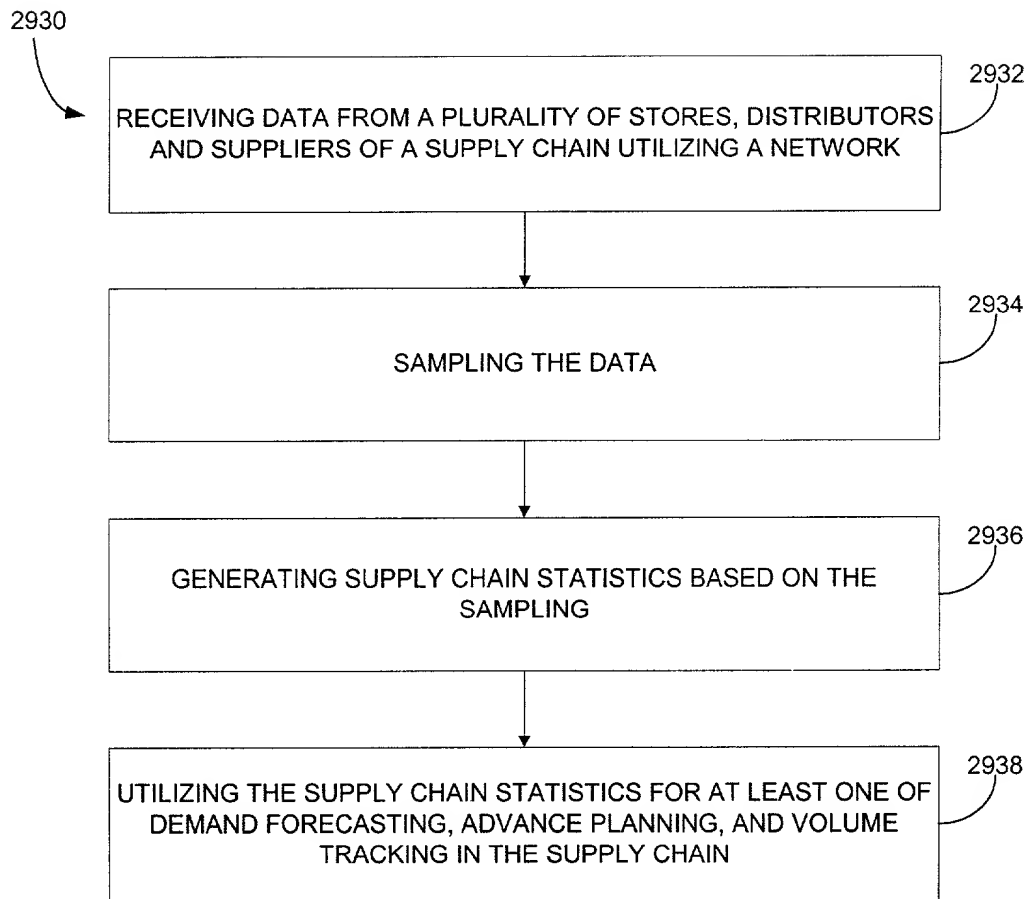
		History				Week #1							
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	D+6	D+7	Total
Total Sales(\$/Store)		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200	\$26,250
Menu Item Sales for Key Products(units/restaurant/week)													
Category	Segment												
Whopper	WHOPPERS	215	211	228	269	32	34	37	37	40	60	46	286
	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	21	23	35	26	165
	YWWM WHOPPERS	699	679	714	813	94	103	111	111	120	180	137	857
Whopper Total		1,060	1,032	1,090	1,244	144	157	170	170	183	275	209	1,309
Variance from Expected (Highlighted Areas are Outside of Expected Range)													
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%	6.5%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	9.0%	6.6%
	YWWM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%	7.0%	7.7%
Whopper Total		10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%	6.9%

2702





**FIG. 28**



**FIG. 29**



3100

# Alliant - Monthly DC Data Feed Performance August 2000 Mock Report

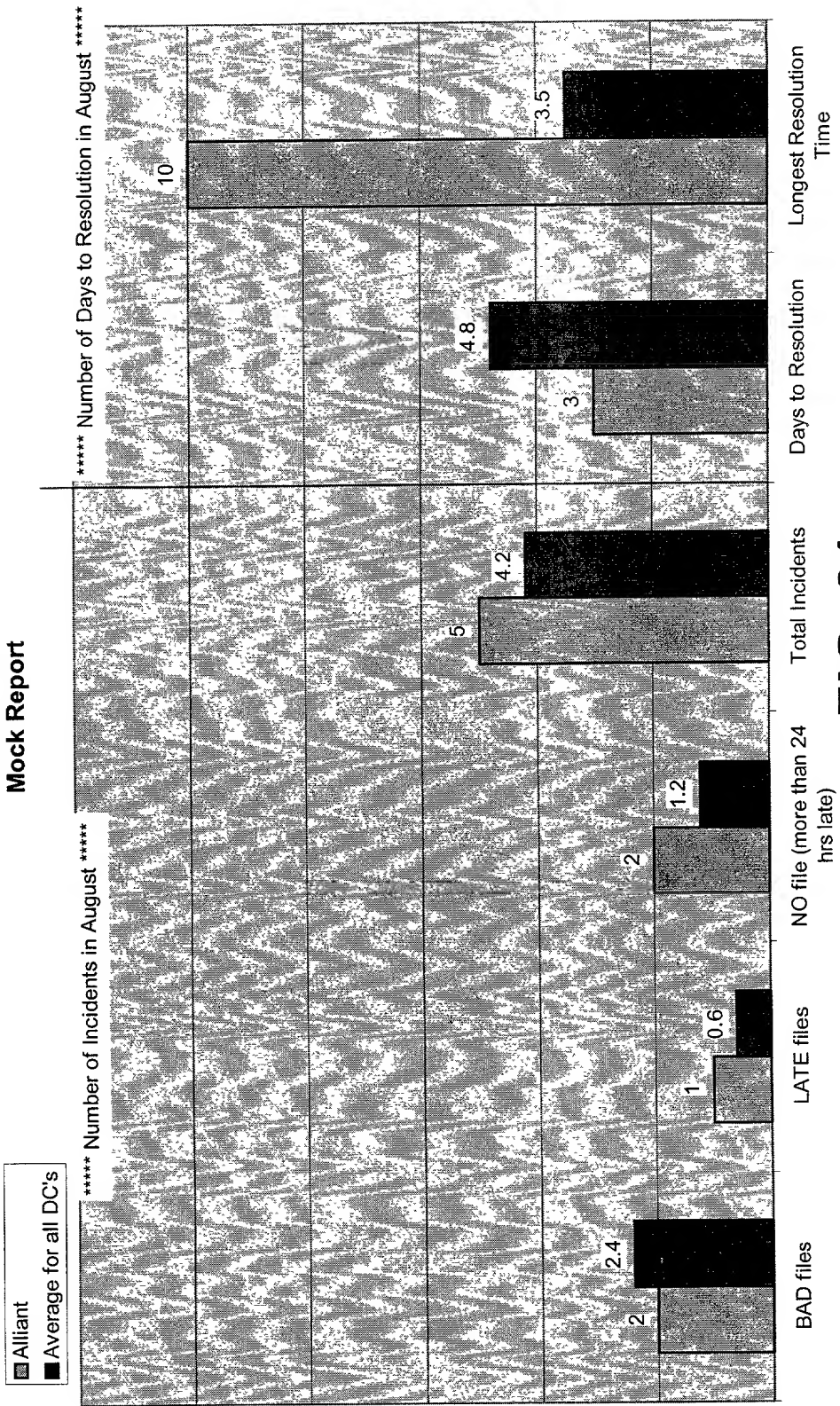


FIG. 31

3200



# Service Level Reporting August

	Fill Rate	On - Time	Perfect Order
Alliant-Paducah	99.14%	90.86%	
Alliant-Topeta			
Alliant-Wixom	99.05%	98.71%	
King-Atlanta	99.34%	92.91%	78.70%
King-Jacksonville	98.65%	98.56%	80.80%
King-Louisville	99.78%	94.53%	86.98%
Maines 29, Conklin	99.41%		79.25%
Maines 30, Cleveland			
Maines Long Island	99.41%		79.83%
Maines New England	99.68%		
MBM Fullerton	99.13%	94.15%	#DIV/0!
MBM Lewisville	98.61%	92.88%	#DIV/0!
MBM Orlando	99.76%	98.60%	#DIV/0!
MBM Rocky Mount	99.13%	92.46%	#DIV/0!
McGabe's	98.80%	99.72%	96.84%
McLane Lubbock	#DIV/0!	#DIV/0!	#DIV/0!
Nicholas & Co.	99.80%	96.04%	85.37%
PFD Supply	99.16%	90.79%	80.12%
PFG Victoria	99.42%	#DIV/0!	
PYA/Monarch	99.20%	97.78%	
Reinhart-Cedar Rapids	99.05%	98.65%	
Reinhart-Oak Creek	99.31%	93.69%	
Reinhart-Rogers	99.50%	95.49%	
Restaurants NW	99.03%	99.07%	80.47%
Shamrock Commerce City	99.54%	94.88%	85.13%
Shamrock Phoenix	98.81%	93.88%	
Syngma Harrisburg	99.69%		82.89%
Syngma Stockton	99.68%		
Sysco	99.68%	100.00%	82.47%

	Fill Rate	On - Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	99.50%	90.00%	80.00%

OK
Didn't meet RSI Min
Didn't meet BK Min

FIG. 32

## FIG. 33

3300

### Vendor:

XYZ Company

### Time Period:

Aug-00

3300

### Delivery Statistics:

DC Requested Lead-Time  
DC Adherence to Lead-Time  
Days Delivery Late  
On-Time Delivery Percentage  
Hours Delivery Late

4
95%
1.7
95%
0.93

### Invoice, Payment and Pricing:

Days for Payment  
Monthly FOB Variance  
Monthly Freight Variance  
Monthly Total Variance

12
\$ 30,152
\$ 3,594
\$ 33,746

### Invoice Accuracy:

Invoice Fill Rate  
PO Accepted Rate  
Perfect Order Percentage

97.25%
99.00%
92.34%

### Inventory Management:

Average Days On Hand  
SKU #1  
SKU #2  
Max Days On Hand  
SKU #1  
SKU #2

19
22

40
32

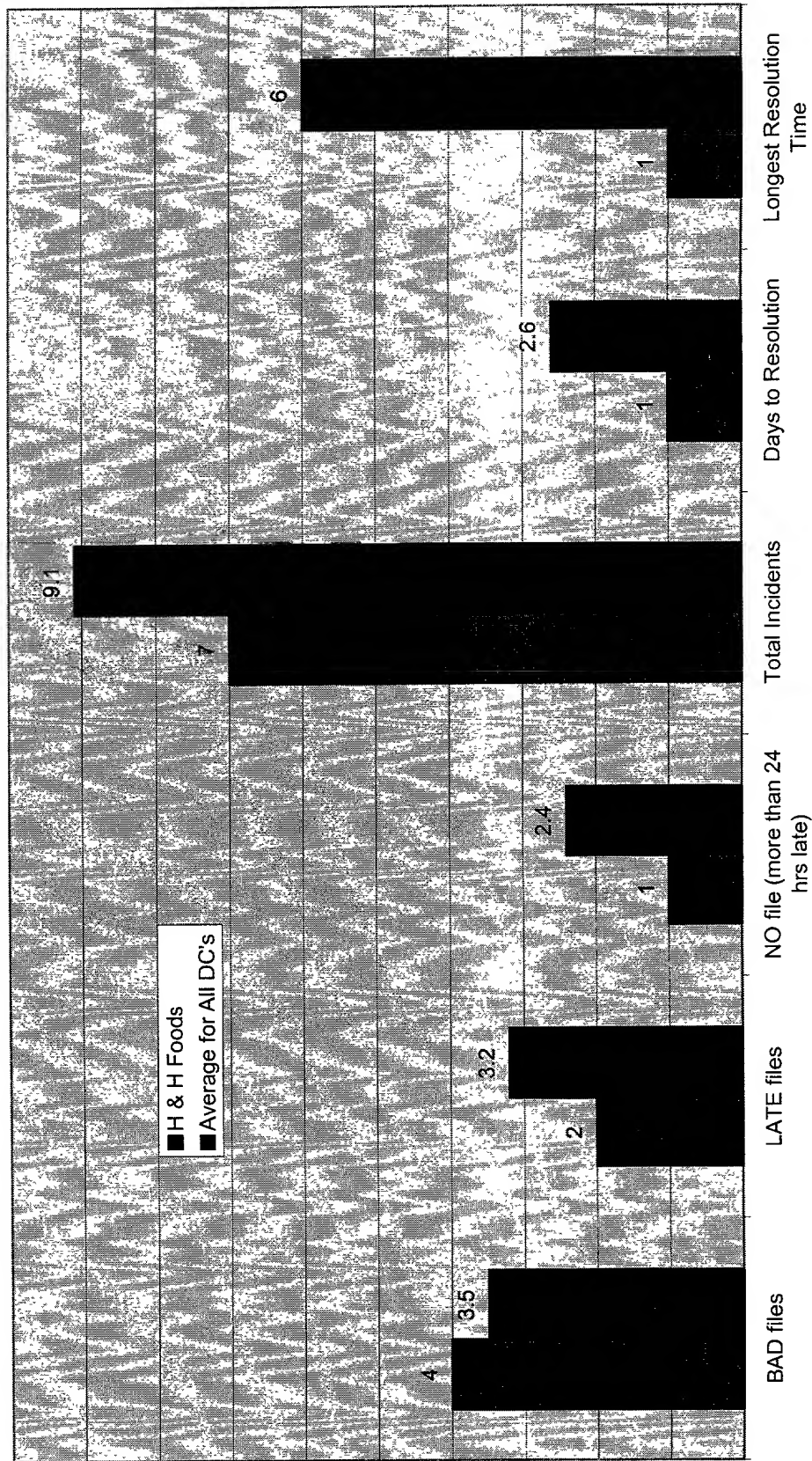
Monthly Carrying Cost  
SKU #1  
SKU #2  
Average as % FOB

\$ 42,513
\$ 12,589
1.25%

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance  
August 2000  
Mock Report

3400





3500

FIG. 35

# Service Level Reporting November - Mock Report

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES	\$1,904		2.33%
COMARK INSTRUMENTS, INC.	\$4,861		
WHITEFORD FOODS, INC.	\$0	97.3%	2.41%
LEPAGE BAKERY / COUNTRY KITCHEN	\$3,700		
NCR-SYSTEMEDIA	\$0	92.1%	2.16%
SIGNATURE MEATS GROUP	\$0		1.94%
SCHWEBEL'S BAKING CO.	\$0	95.1%	1.50%
MAUI CUP	\$0		
MIRA PLASTICS	\$0		1.25%
DIXIE PRODUCE & PACKAGING	\$0		
NOR-LAKE, INC.	\$0		1.48%
FORT JAMES OPERATING COMPANY	\$0	98.6%	1.90%
FRESH ADVANTAGE! KC	\$0		
SILVER KING - MN CORP.	\$0		
TYSON FOODS	\$0		
READY ACCESS	\$0		2.44%
GEORGIA PACIFIC TISSUE	\$0	94.8%	2.51%
CLOUGHERTY PACKING	\$0	93.4%	
BEVERAGE - AIR	\$0		2.05%
COMPONENT HARDWARE GROUP, INC.	\$0		
COCA - COLA USA	\$1,909	93.5%	1.55%
TOASTMASTER	\$0	96.3%	2.70%
GRANT COUNTY FOODS	\$0		1.04%
FRESH EXPRESS	\$0		
TAYLOR FARMS	\$0		
MODULAR DISPENSING SYSTEM	\$0		
CENTURY PRODUCTS, LLC	\$3,428		
ROSE PACKING COMPANY	\$0	93.3%	2.98%

Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
\$5,000.00	92.00%	3.00%

RSI Min

OK
Didn't meet RSI Min.



Page 1 of 1  
Date: 10/1/00  
Time: 10:00 AM  
User: admin

3600

# Mock Report/1

	FY-01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
--	-------	--------	--------	--------	--------	--------	--------	--------	--------

## Food Cost Index

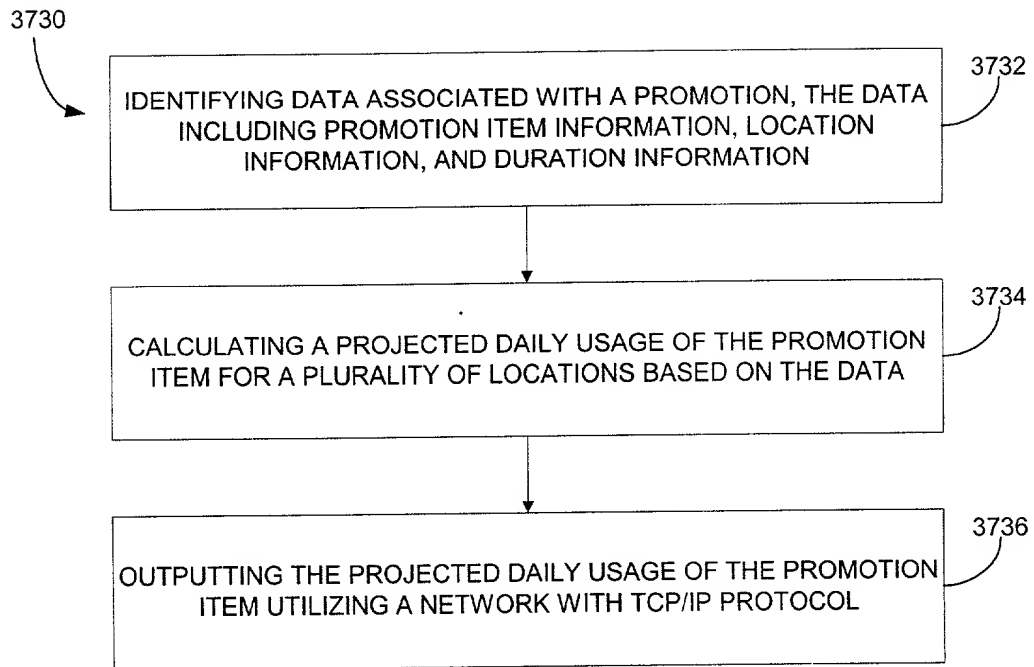
Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance		0.59	0.30						
Good/(Bad)									

## Total Dollar Purchases (in Millions) /2

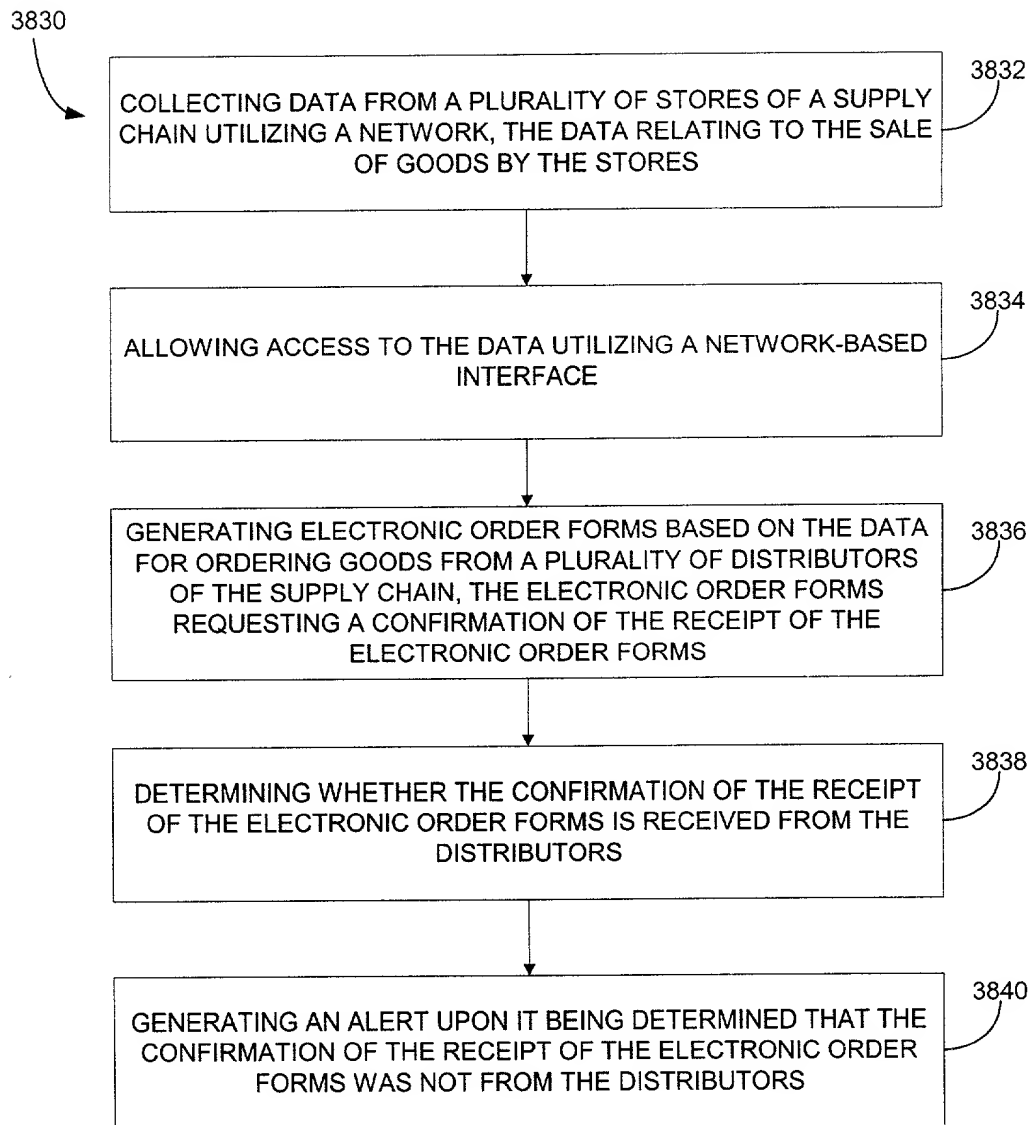
Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.08						
Variance		\$1.14	\$0.65						
Good/(Bad)		0.6%	0.4%						

/1 Includes on food cost index items.  
/2 Based on FY 99 Sales Volumes

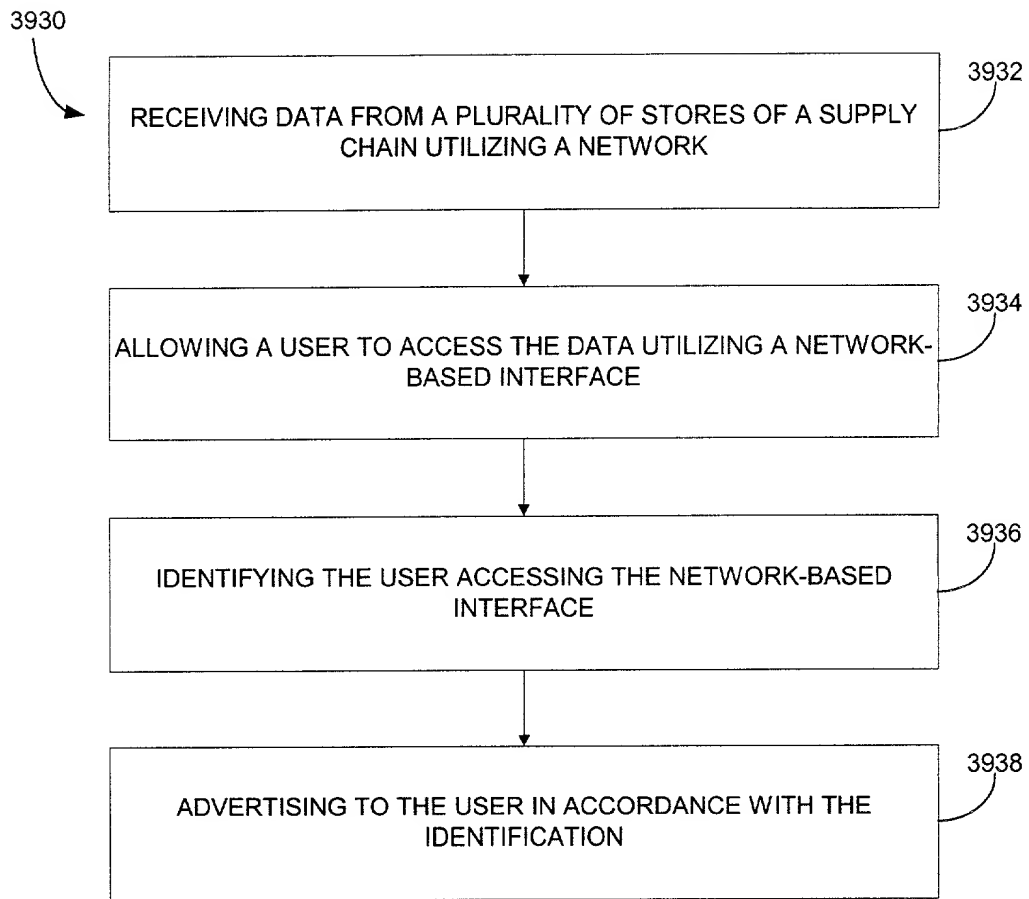
FIG. 36



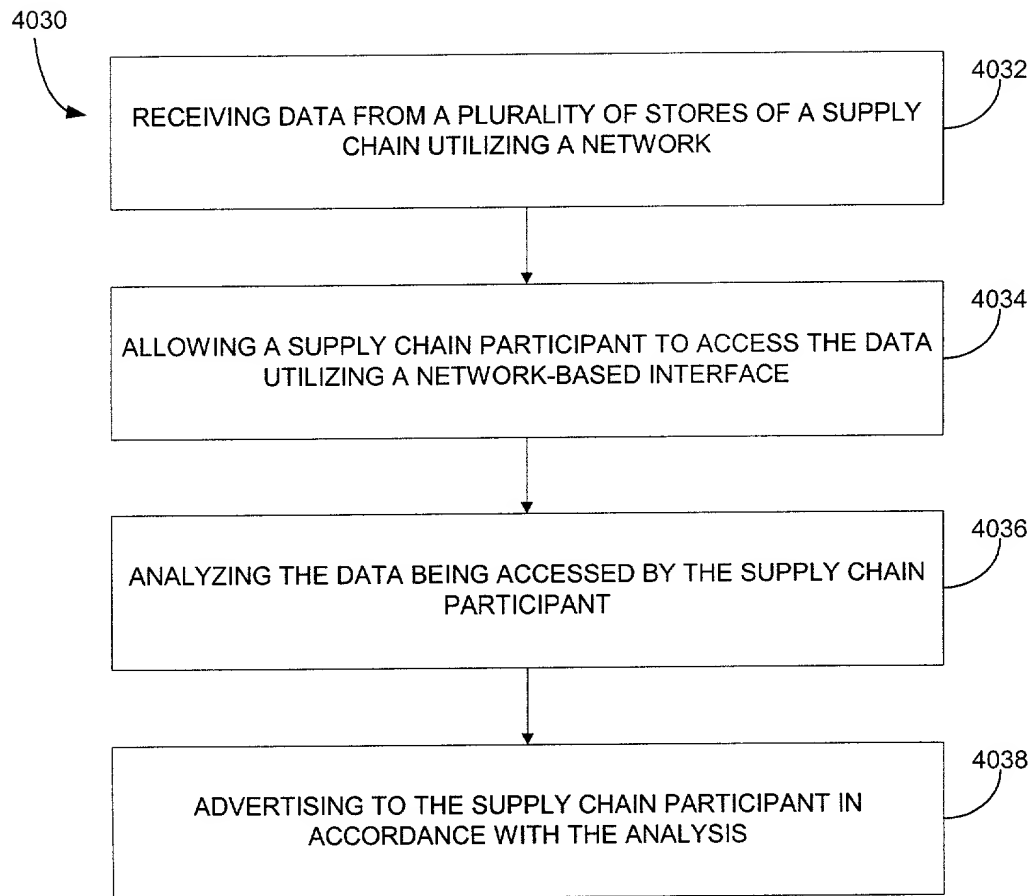
**FIG. 37**



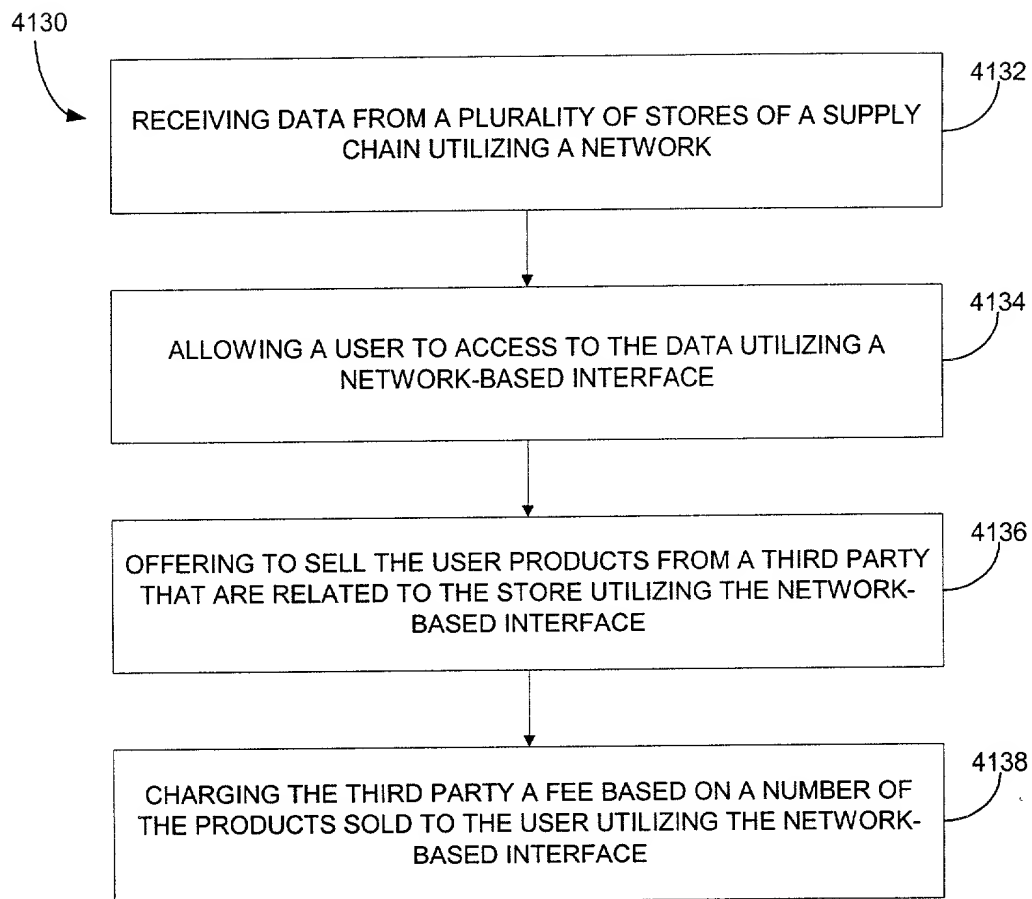
**FIG. 38**



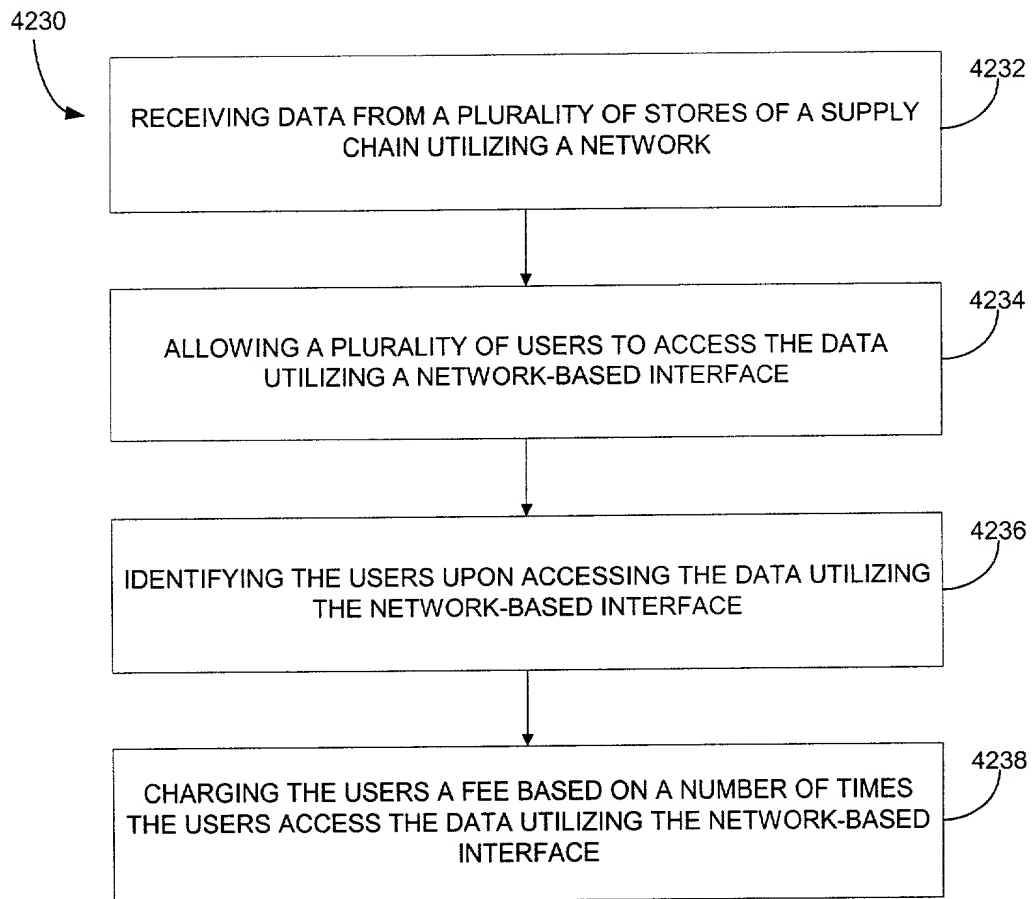
**FIG. 39**



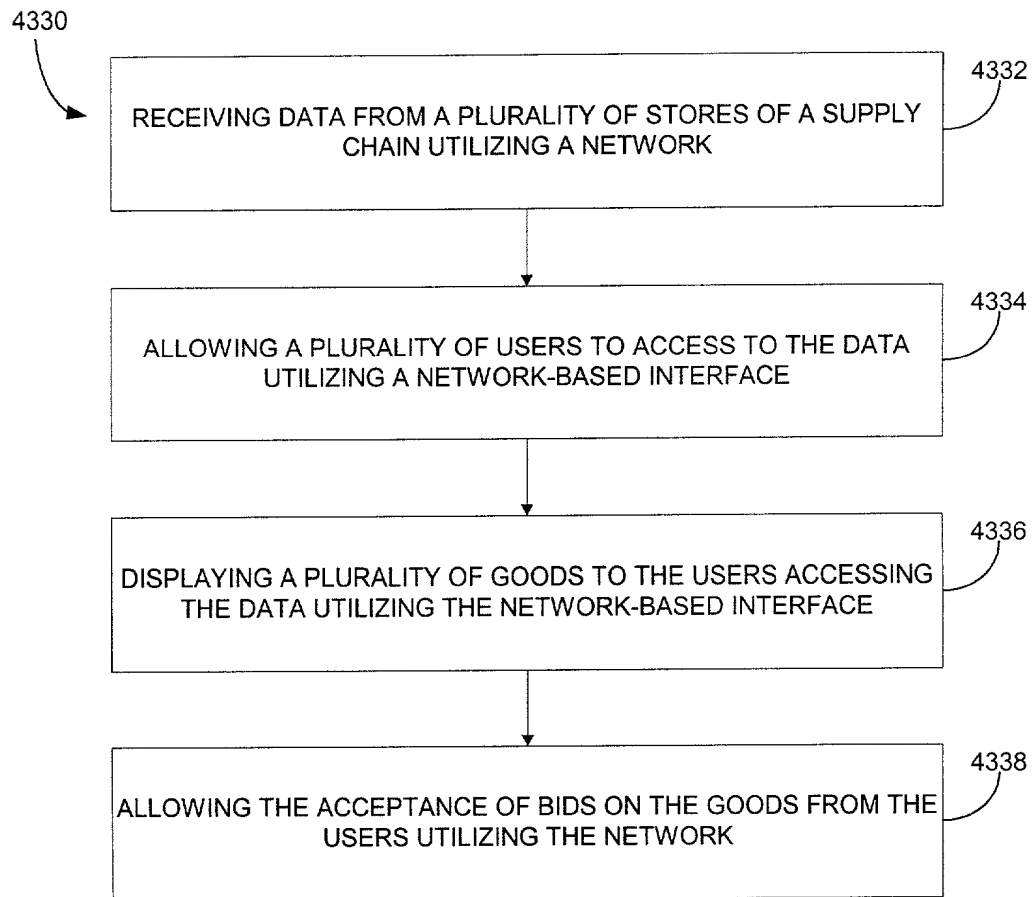
**FIG. 40**



**FIG. 41**

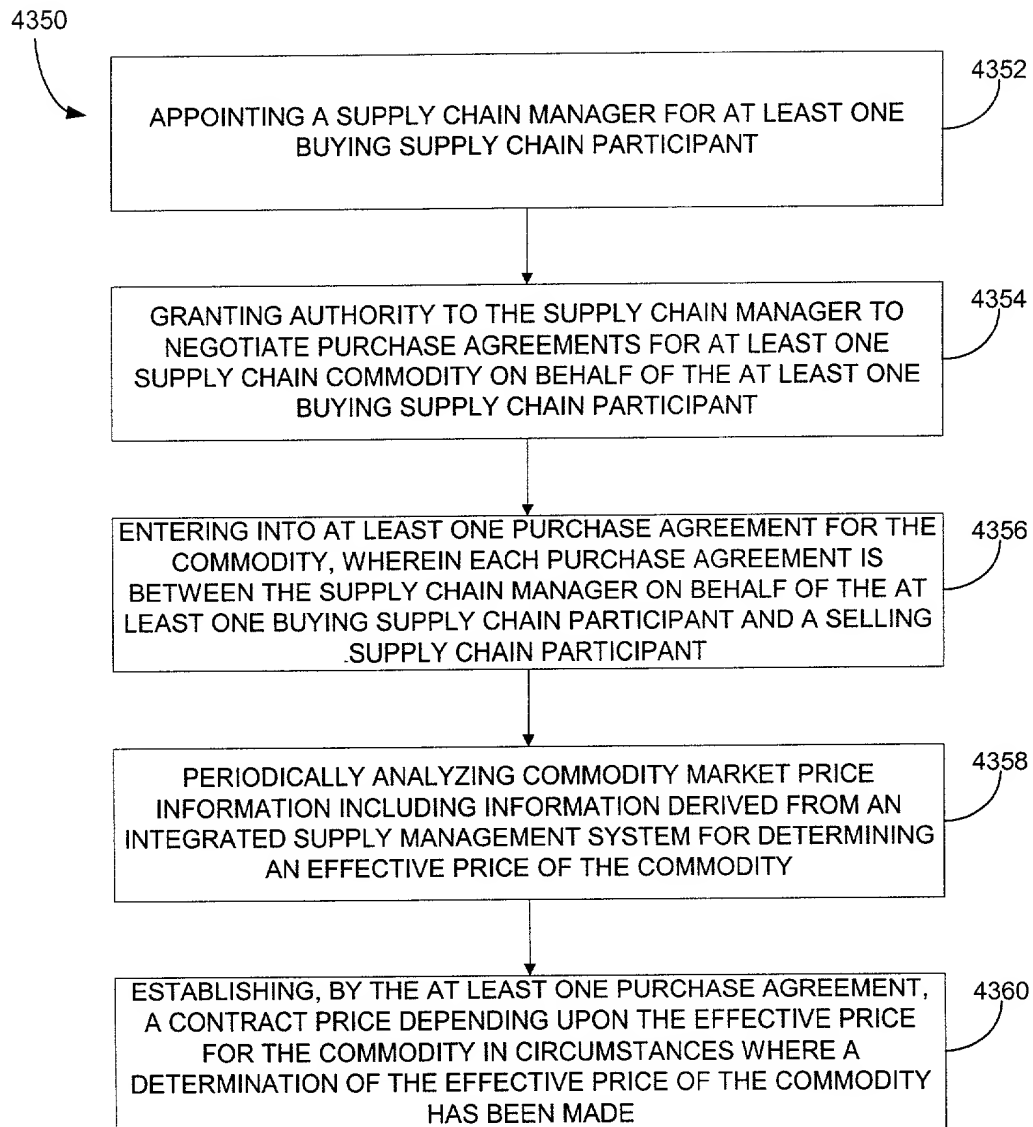


**FIG. 42**

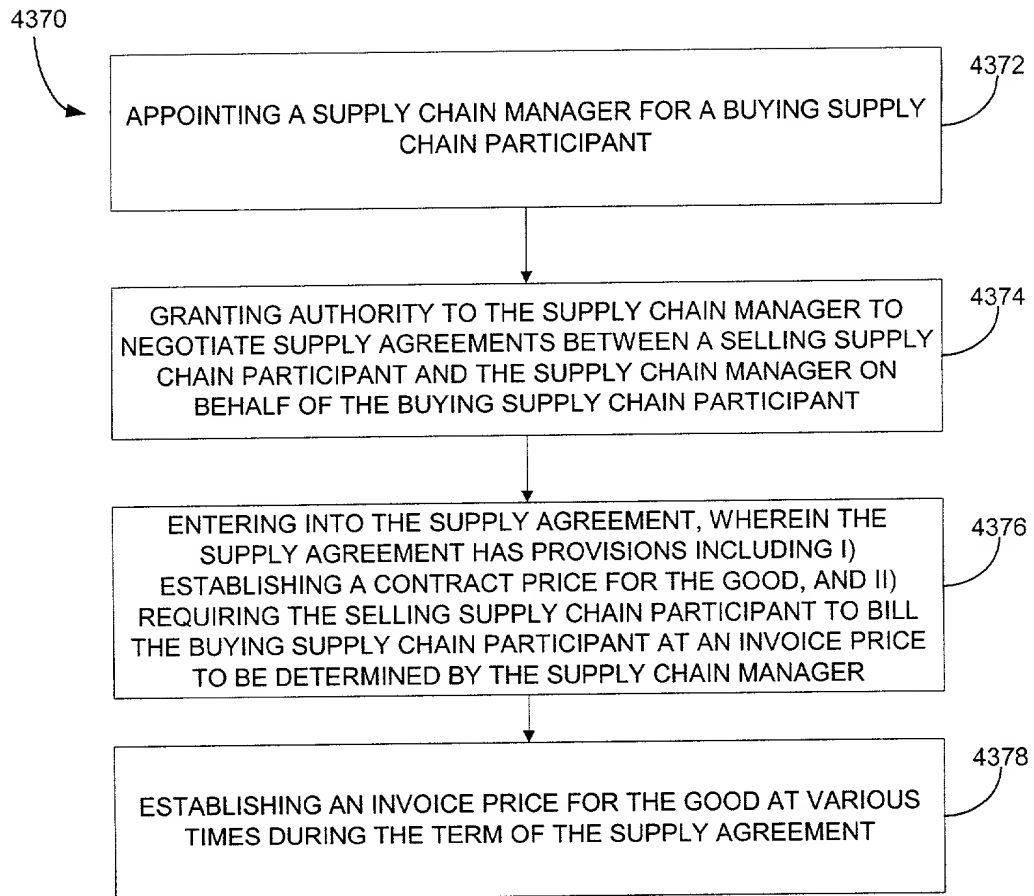


**FIG. 43A**

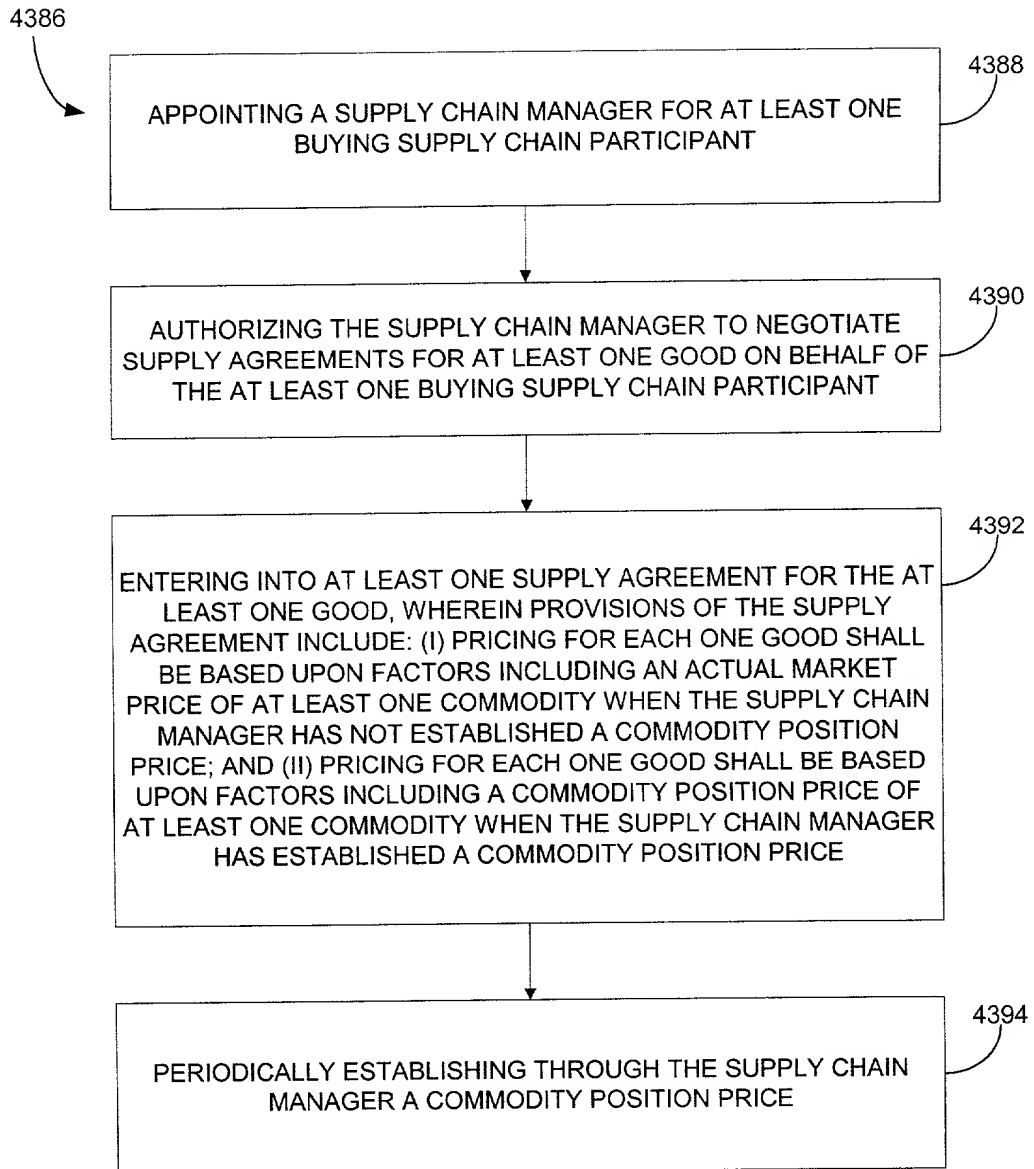




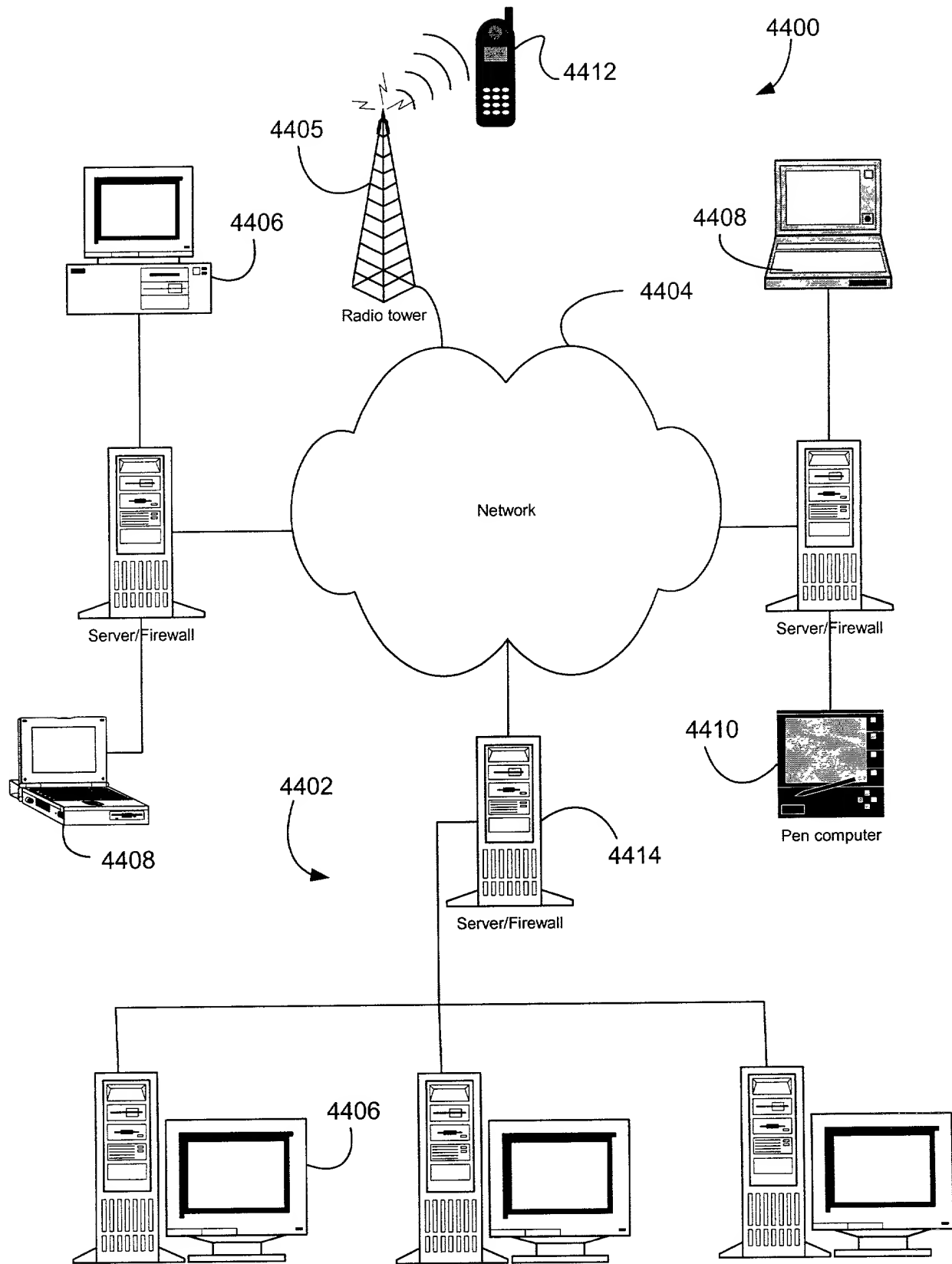
**FIG. 43B**



**FIG. 43C**



**FIG. 43D**



**FIG. 44**

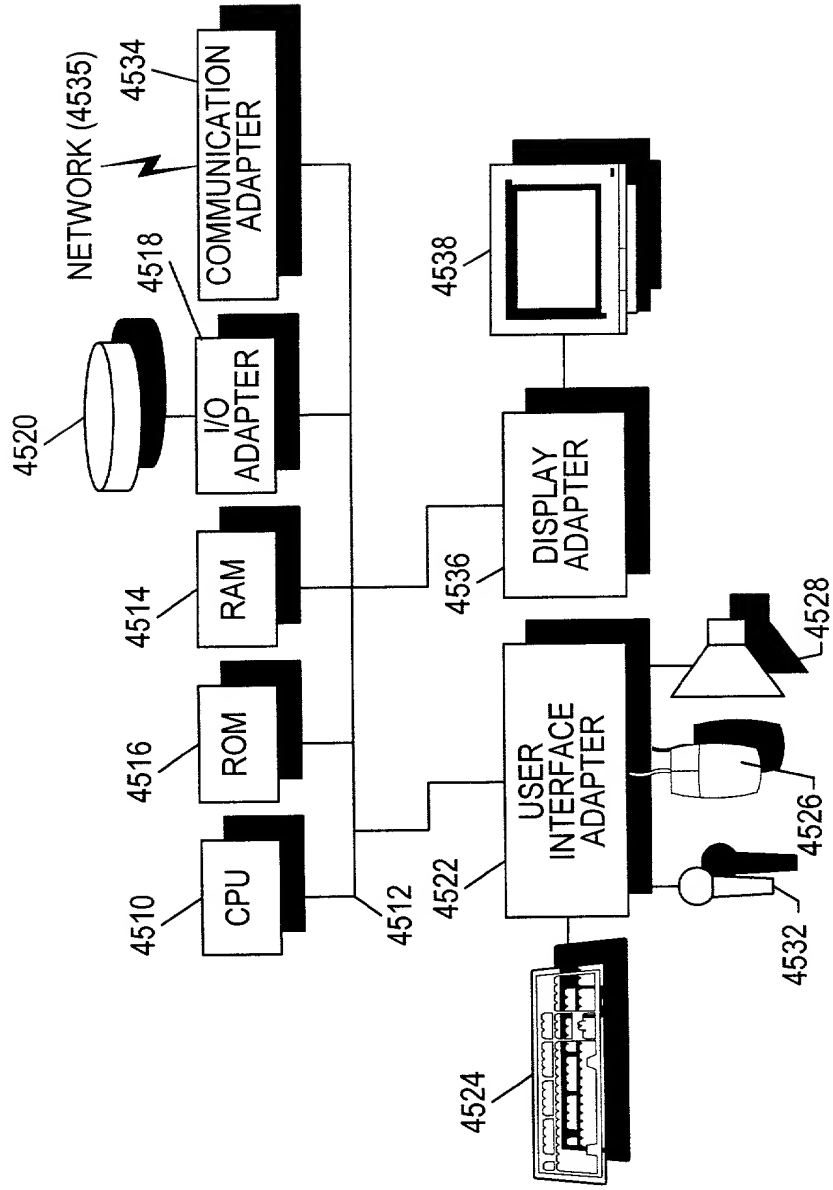
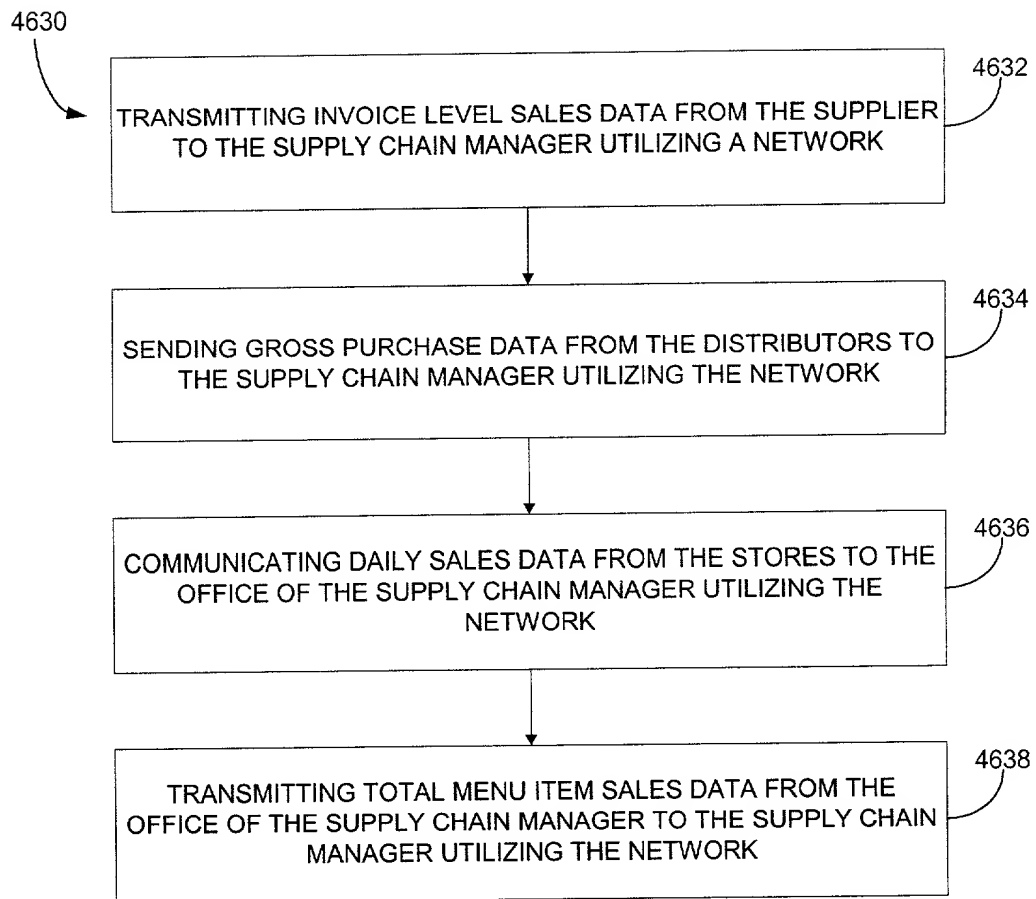
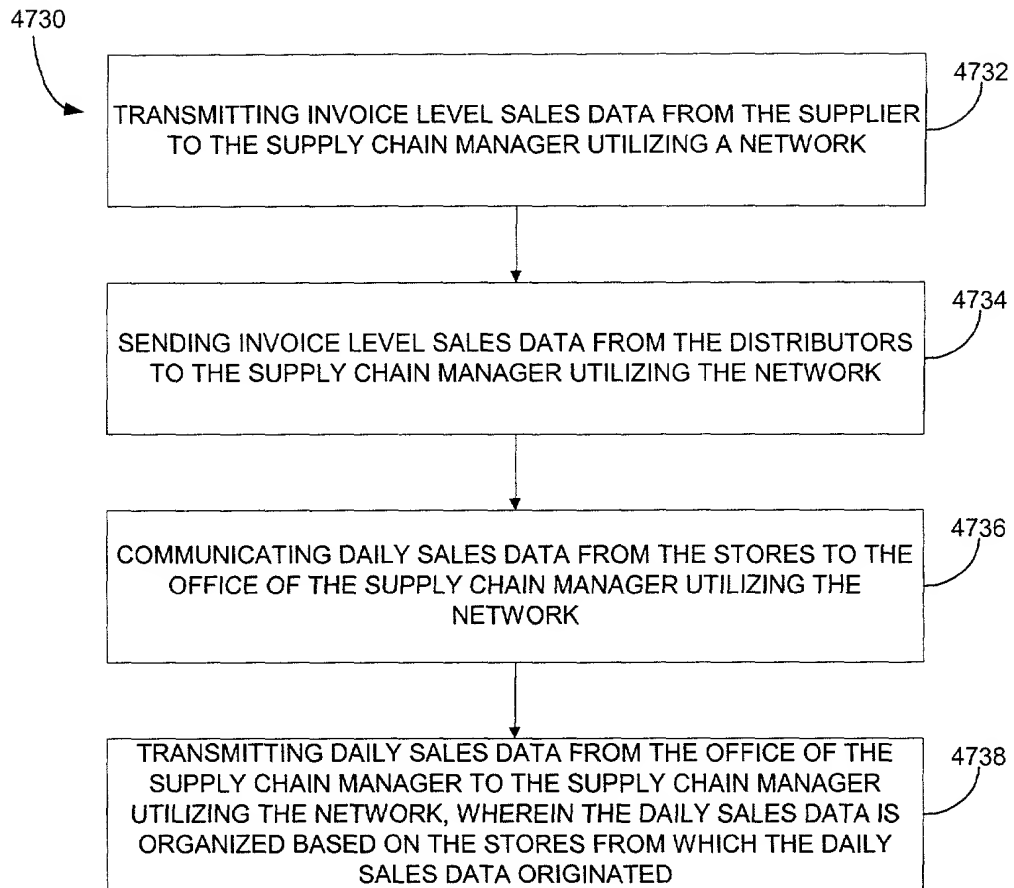


FIG. 45



**FIG. 46**



**FIG. 47**

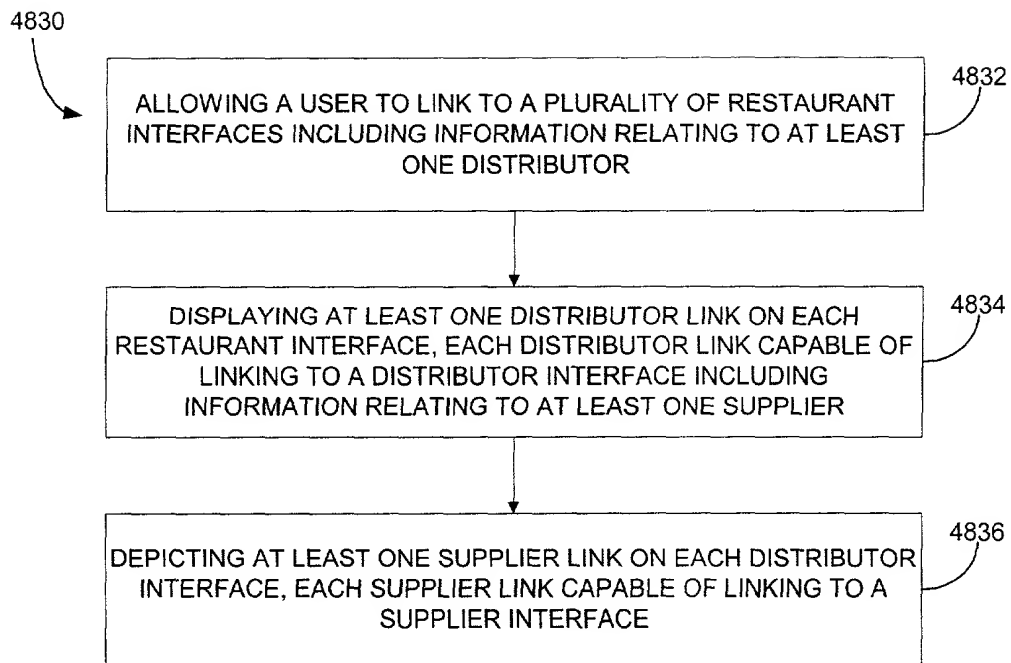


FIG. 48



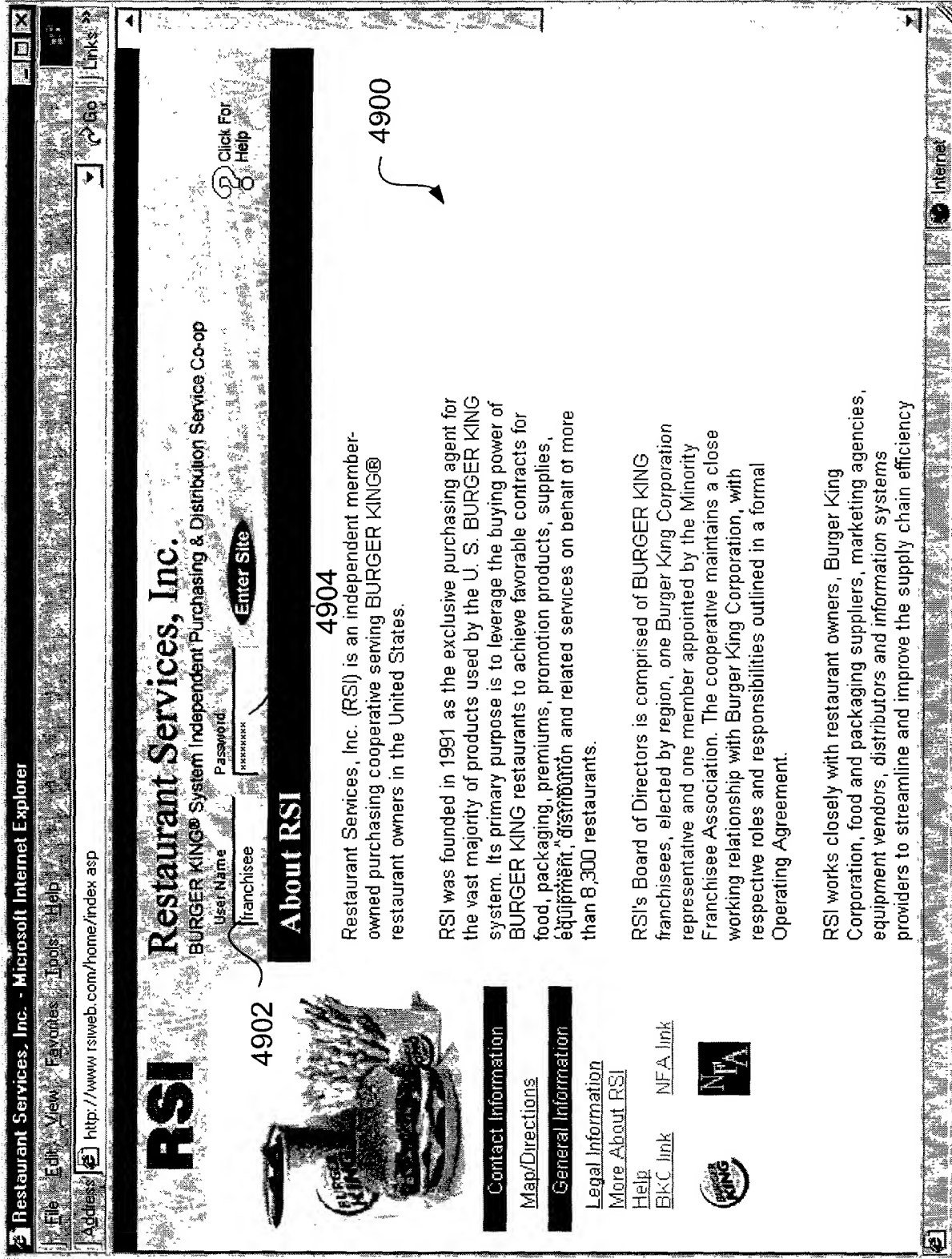


FIG. 49

www.rsiweb.com

RSI Main Menu - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address <http://www.rsiweb.com/home/start.asp> Go Links

**RSI**

Welcome Franchisee User! Tuesday, October 24, 2000

REMINDER BK Cravers Menu items will continue to be offered after national advertising ends November 5

**Member**

**LOGOUT**

**HOME**

**Franchisee**

**Reports**

**Personal Info**

**Legal Information**

**Help**

**Franchisee** 5006

- POS/BOH System  
Contains electronic version of the RSI Technology Guide to the P.O.S. Systems.
- Redbook
- More

**Personal Info** 5010

- Change Password
- Edit Personal Info  
Edit your personal information.
- More

**Reports** 5008

- Landed Cost  
The Distributor's costs for products that are purchased under RSI contracts - the basis for the price paid by the restaurants for distribution services.
- More

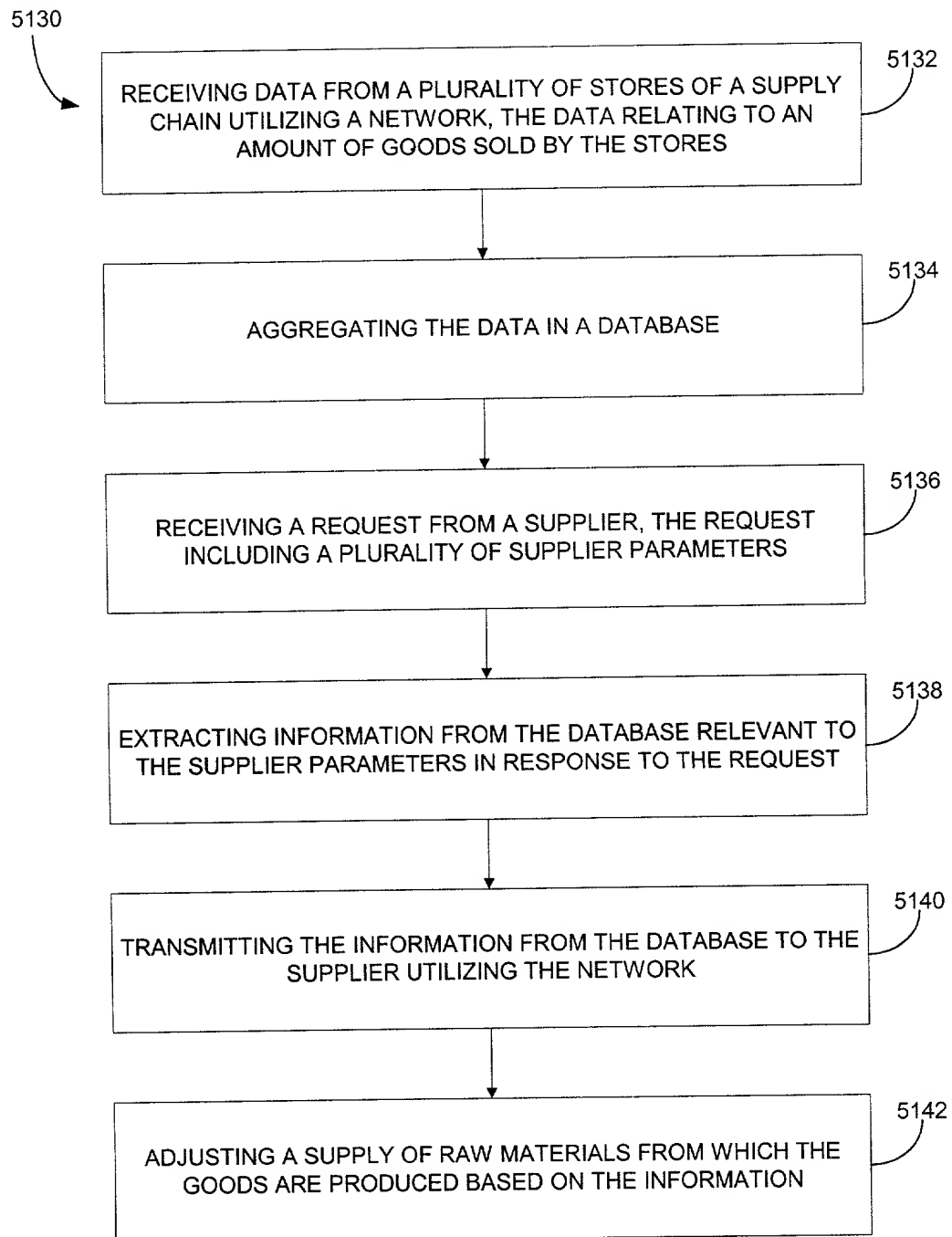
**Legal Information** 5012

- Terms and conditions of usage and Privacy Statement.

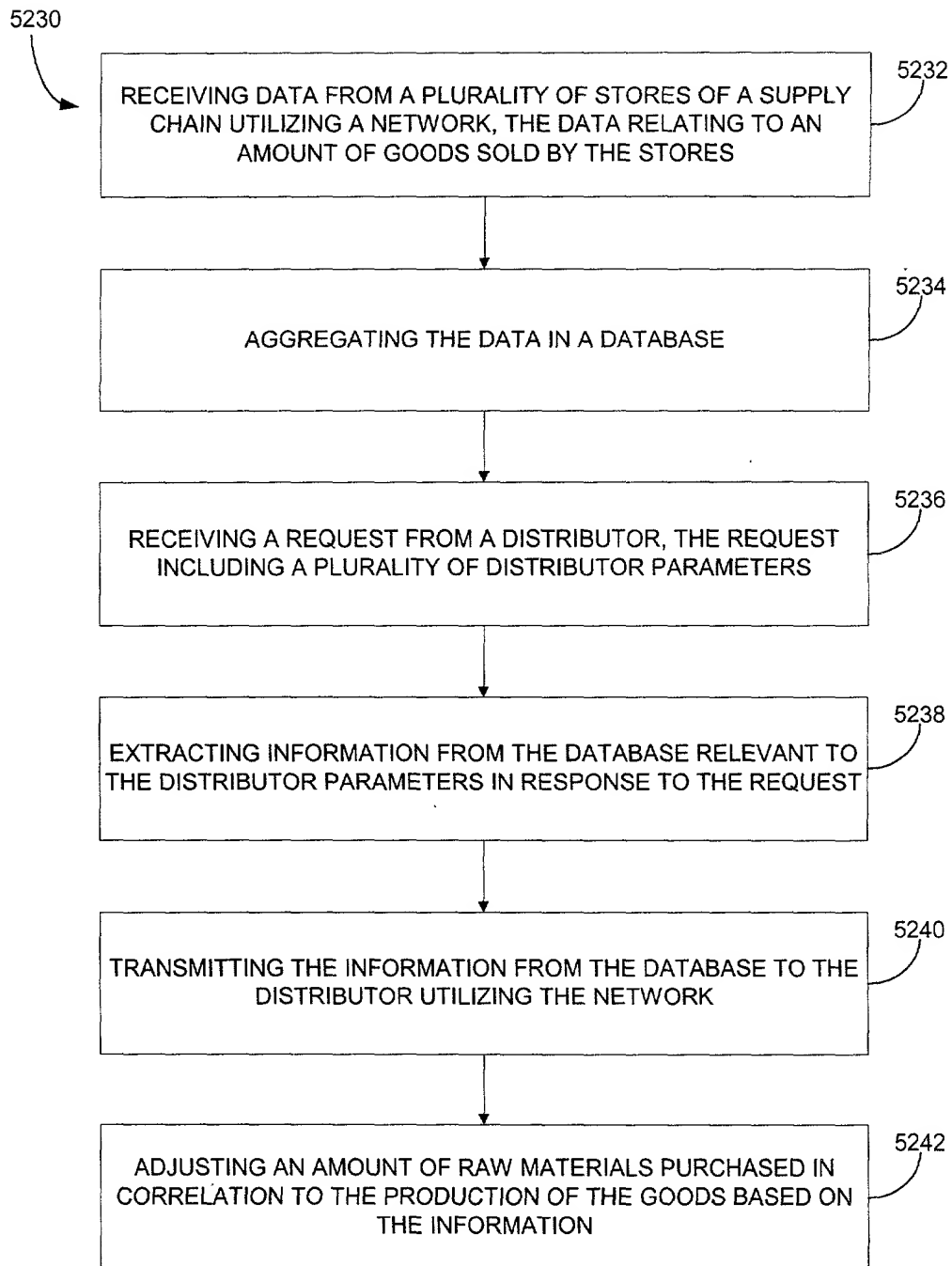
**Help** 5000

©2000 Restaurant Services, Inc. All Rights Reserved.

FIG. 50



**FIG. 51**



**FIG. 52**

Printer Friendly Version

**POS Implied Daily Usage - Distributor**  
**Tuesday, October 24, 2000**

5300

Distribution Company: REINHART FOODSERVICE  
Distribution Center: REINHART - CEDAR RAPIDS, IA

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Distributor User. If you are not Distributor User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

DC Item		Item Description	% Chg 14 Day Avg	14 Day Rolling (Total Cases)																		10 Week Ending Total			
No	10/23			10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	10/9	10/2	9/25	9/18					
Number of Restaurants Served by DC				200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	197					
18986	BULK	SAUCE: BBQ BULLSEYE	0.00%	13	21	23	18	16	16	16	14	13	14	19	21	15	13	80	72						
20788	BULK BK	MUSTARD: BULK BK	0.00%	12	19	20	16	14	14	14	13	14	19	19	19	16	15	104	100						
24940	BK	MAYONNAISE: BULK	0.00%	134	197	211	173	156	154	153	160	200	206	176	185	161	1184	1146	1142	1109					
24666		STRAW: WRAPPED 7.75" BK	0.00%	21	33	34	27	25	24	24	24	34	33	27	24	24	189	179	186	178					
26318	BULK BK	FORK: WRAPPED BULK BK	0.00%	10	11	12	10	9	8	9	11	12	11	10	9	9	70	71	68	68					
25452	BULK BK	KNIFE: WRAPPED BULK BK	0.00%	3	3	3	3	2	2	2	3	3	3	3	2	2	18	15	8	9					
27982		KETCHUP: BULK BAG IN BOX	0.00%	89	134	142	115	104	102	101	100	136	139	115	106	102	796	771	778	743					
27680		KETCHUP: PACKETS 10g BK	0.00%	127	194	205	160	143	142	139	144	197	197	160	142	140	1112	1070	1078	1044					

**FIG. 53**

**RSI***Distributor***LOGOUT****HOME****Reports****Personal Info****Legal Information****Help**Printer Friendly Version

## REINHART - CEDAR RAPIDS, IA

### Local Promotion Summary by DC

Tuesday, October 24, 2000

5400

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Distributor. If you are not Distributor, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

Local Promotion Option	ADI	Start Date	Projected Dly Usage	Duration (In Weeks)	Participating Rest Count	Non-Participating Restaurants
<b>32 oz. Motor Cup</b>						
Chicago, IL		5/1/00	85	99	8	
Davenport-RI-Moline, IA		6/1/00	85	32	17	
Des Moines-Ames, IA		7/10/00	85	17	28	
Omaha, NE		7/10/00	85	17	50	
Peoria, IL		6/1/00	85	99	17	
Sioux City, IA		6/26/00	85	99	10	
Springfield-Decatur-Chmpg, IL		6/1/00	85	99	1	
<b>32 oz. Motor Cup Total</b>					<b>131</b>	
<b>Big King</b>						
Cedar Rapids-Waterloo-Dubuq, IA		4/15/00		99	19	
Davenport-RI-Moline, IA		4/15/00		99	17	
Ottumwa-Kirksville, IA		4/15/00		99	3	
<b>Big King Total</b>					<b>39</b>	
<b>Pancake Minis</b>						
Chicago, IL		5/15/00	20	99	8	
Peoria, IL		5/1/00	20	99	17	
Sioux City, IA		4/15/00	20	99	10	
<b>Pancake Minis Total</b>					<b>35</b>	





Supplier

LOGOUT

HOME

Reports

Personal Info

Legal Information

Help

POS Implied Daily Usage - Supplier

Supplier: TYSON FOODS

Retrieve

5500

POS Implied Daily Usage - Supplier  
Tuesday, October 24, 2000

Printer Friendly Version

Supplier: TYSON FOODS

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Supplier User. If you are not Supplier User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

				14 Day Rolling (Total Cases)														Week Ending Total			
FOB Point	DC	RSI Item No	Item Description	% Chg 14 Day Avg	10/23	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10			
TOTAL																					
Total of DC Locations																					
	6	CHICKEN-PATTY	0.00%	90	137	144	111	100	95	100	134	125	100	100	790	774	786	781			
	7	CHICKEN-BK BROILER	0.00%	35	51	60	48	45	43	40	53	60	45	41	330	327	354	344			
	8	CHICKEN-TENDERS	0.00%	222	335	337	265	240	229	225	346	315	228	223	1,815	1,608	1,418	1,203			
		CHICKN																			
Internet																					

Done

Internet

FIG. 55

# Restaurant Landed Cost Verification Report - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address http://www.rsiweb.com/ran/l\_rplc.asp?report=true

Go Links

Help

**RSI**

Member

LOGOUT

HOME

Franchisee

Reports

Personal Info

Legal Information

Help

## Landed Cost Report

5600

Restaurant Number: 0003473

Date: 10/22/00

Retrieve

Printer Friendly Version

## Restaurant Landed Cost Verification Report

Report Date: Sunday, October 22, 2000

Restaurant Number: 0003473

Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris

Contact Number: 305-529-3409

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Franchisee User. If you are not Franchisee User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

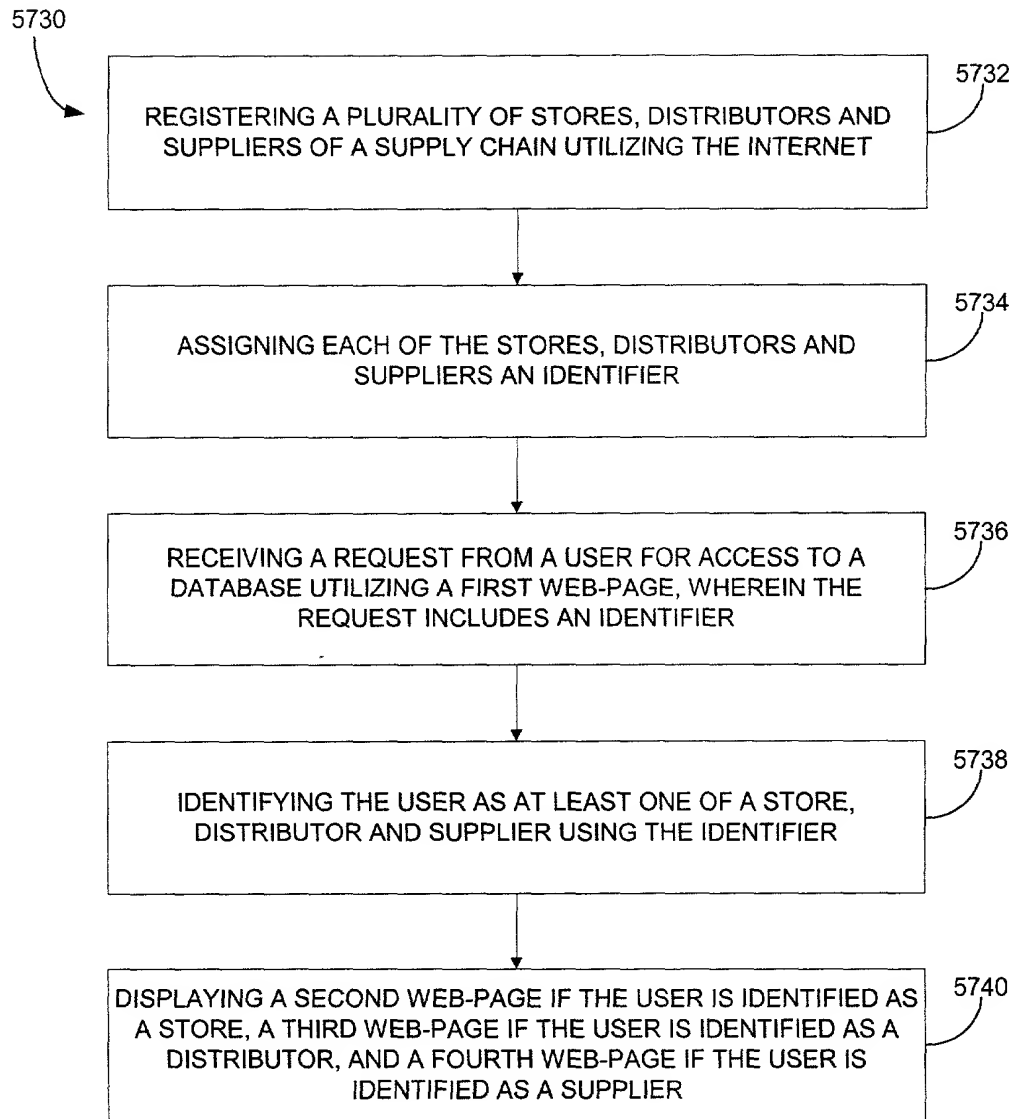
DC Item No	RSI Item No	RSI Item Description	DC Cost	Markup	Rest Cost
10340	4439	REGISTER TAPE THERMAL 2.25" X 166'	\$21.27	\$1.57	\$22.84
12860	3586	SUGAR SUBSTITUTE PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44
18986	369	SAUCE-BULK-KRAFT BULLSEYE	\$24.49	\$1.57	\$26.06
19432	4473	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20788	67	MUSTARD-BULK 36AL	\$6.46	\$1.57	\$8.02
20940	4281	WRAP-LOCAL OPTION	\$28.78	\$1.57	\$31.35
24340	66	SAUCE-BULK MAYONNAISE	\$7.81	\$1.57	\$9.38
24500	4270	WATER-ICE MOUNTAIN .5L	\$6.41	\$1.57	\$7.98

Done

Internet

FIG. 56





**FIG. 57**

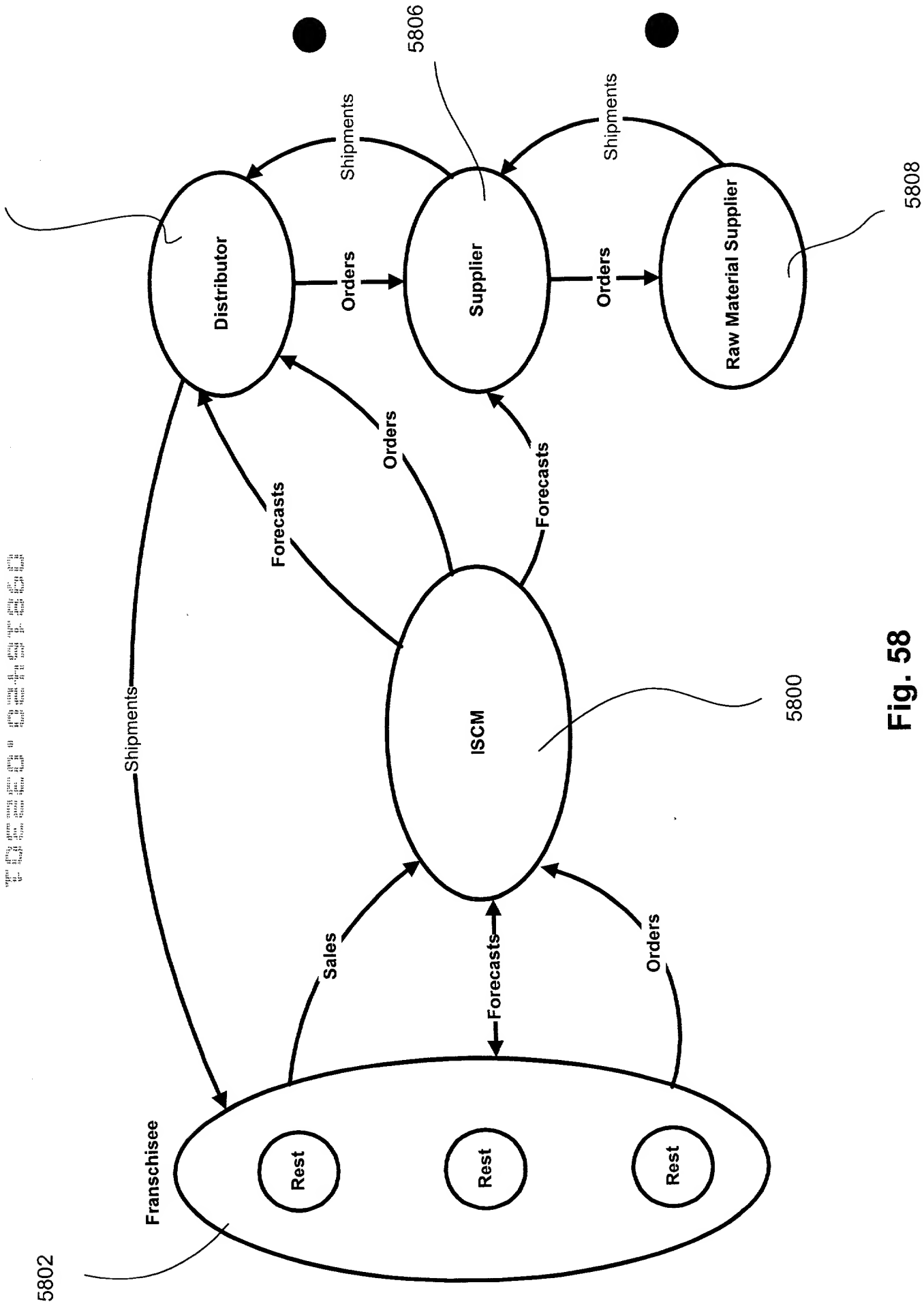
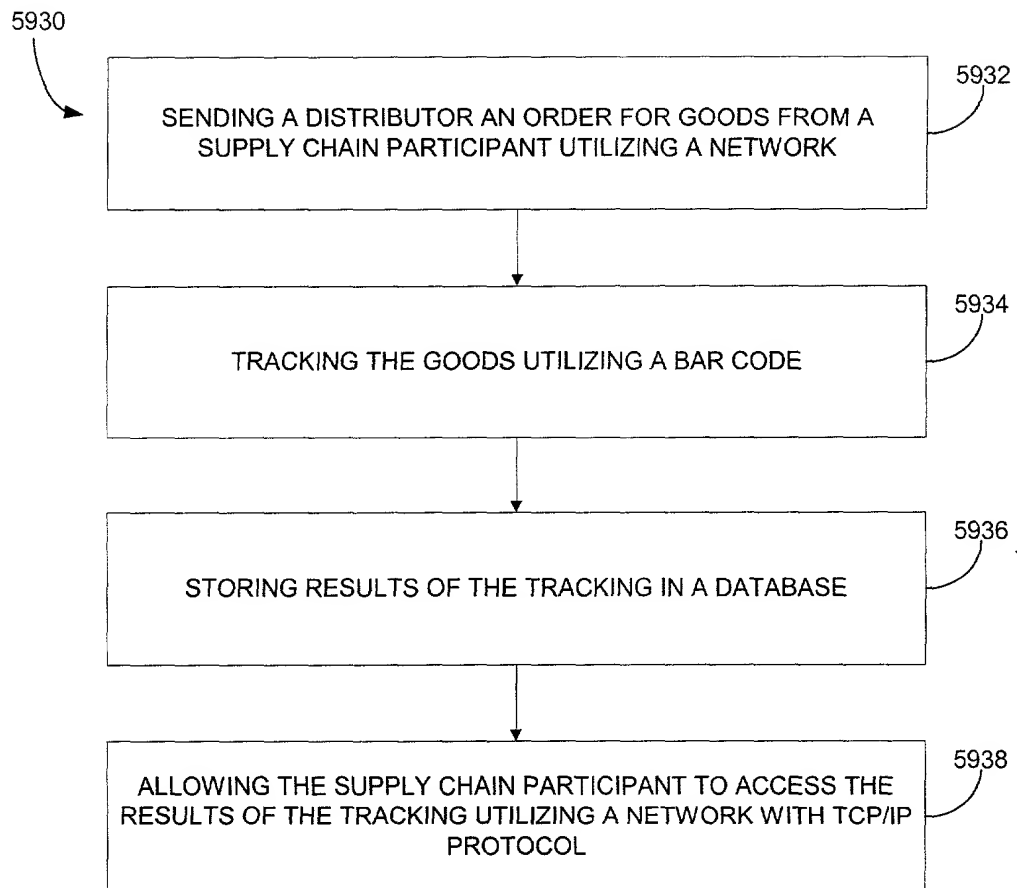


Fig. 58



**FIG. 59**

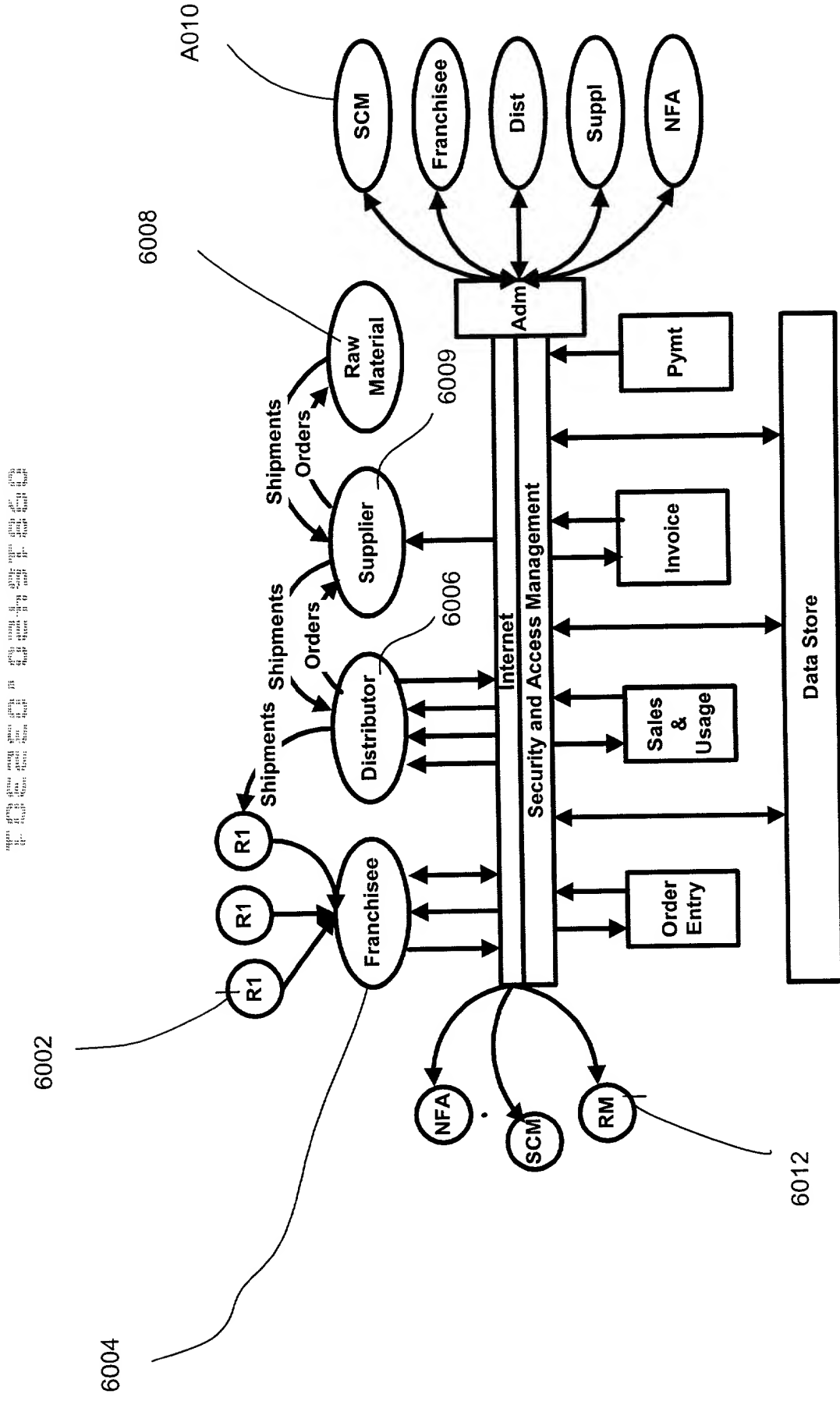


Fig. 60

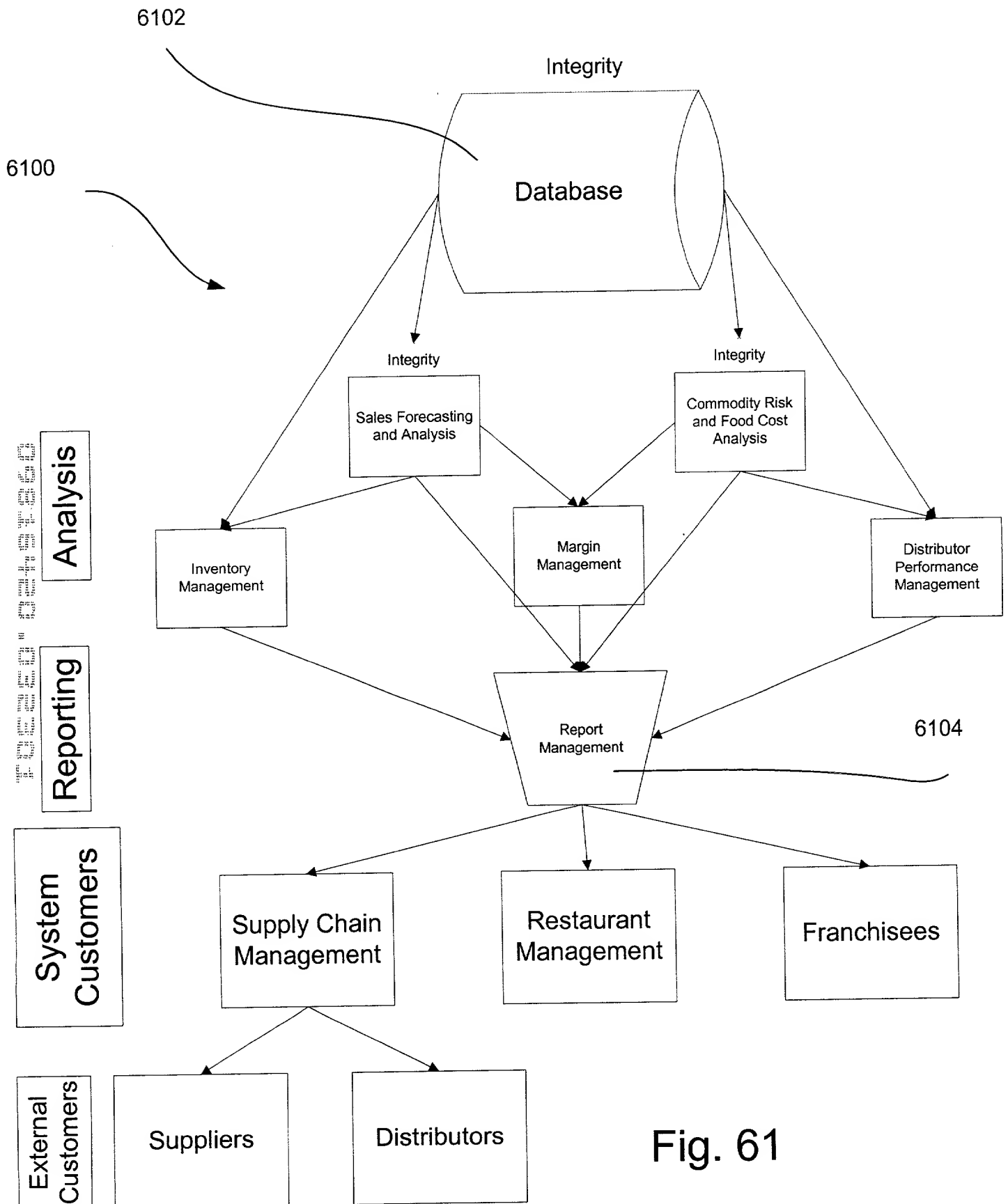
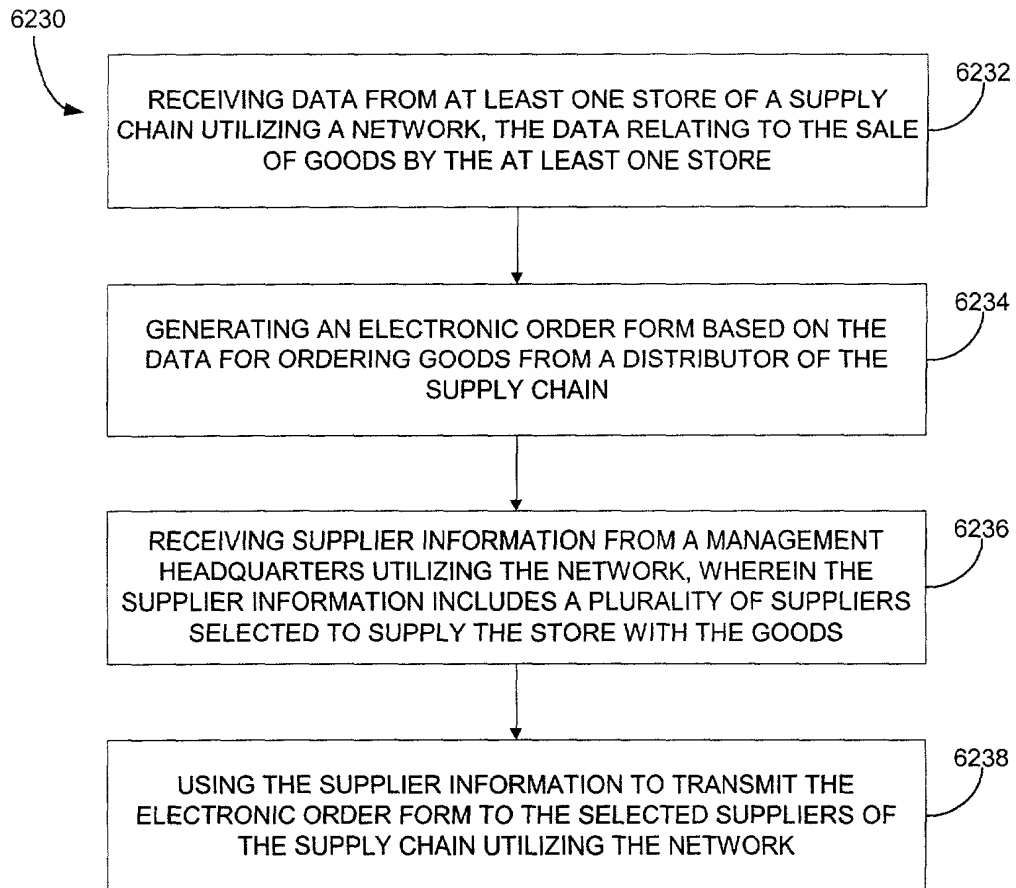


Fig. 61



**FIG. 62**

6300

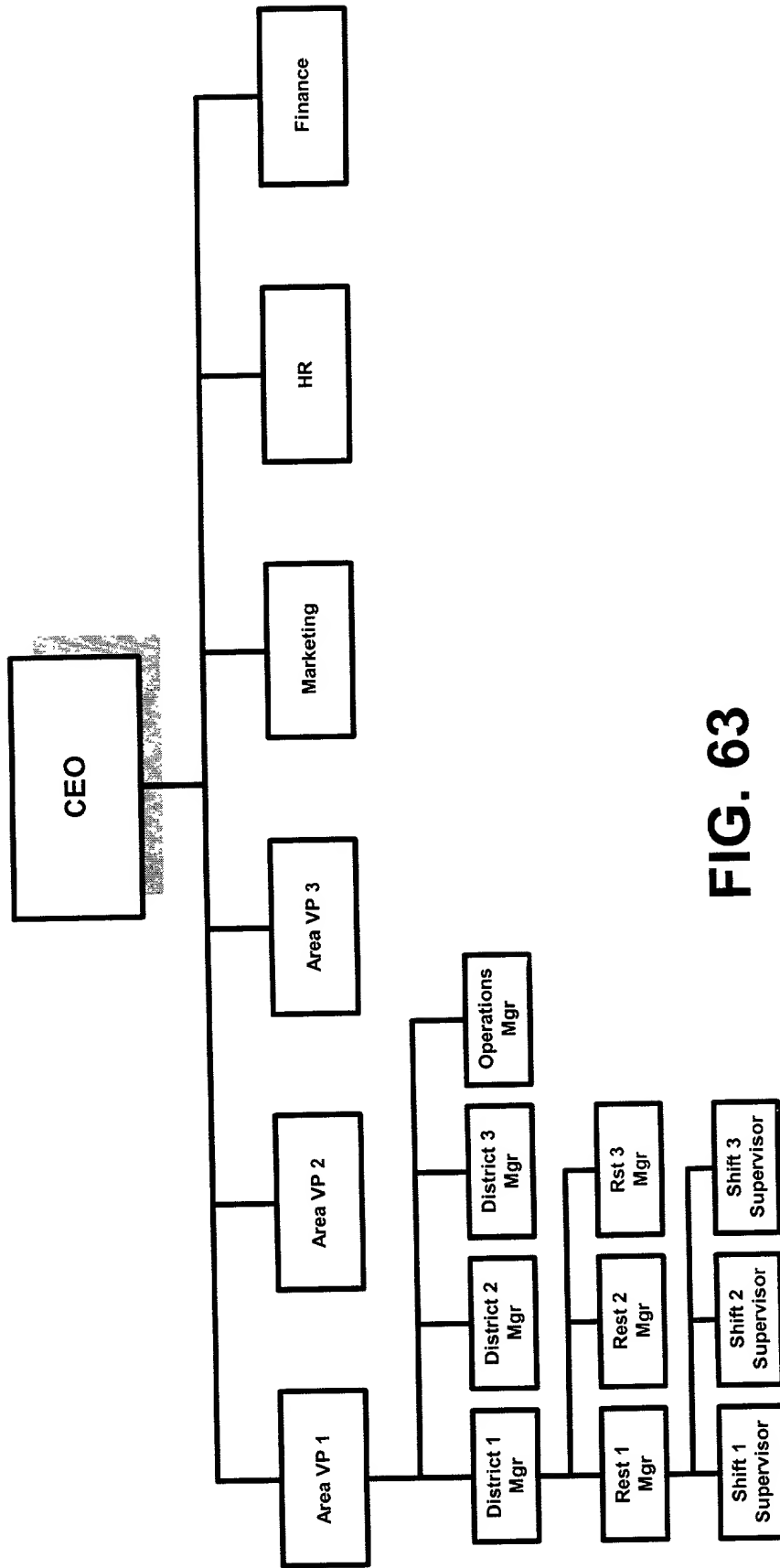
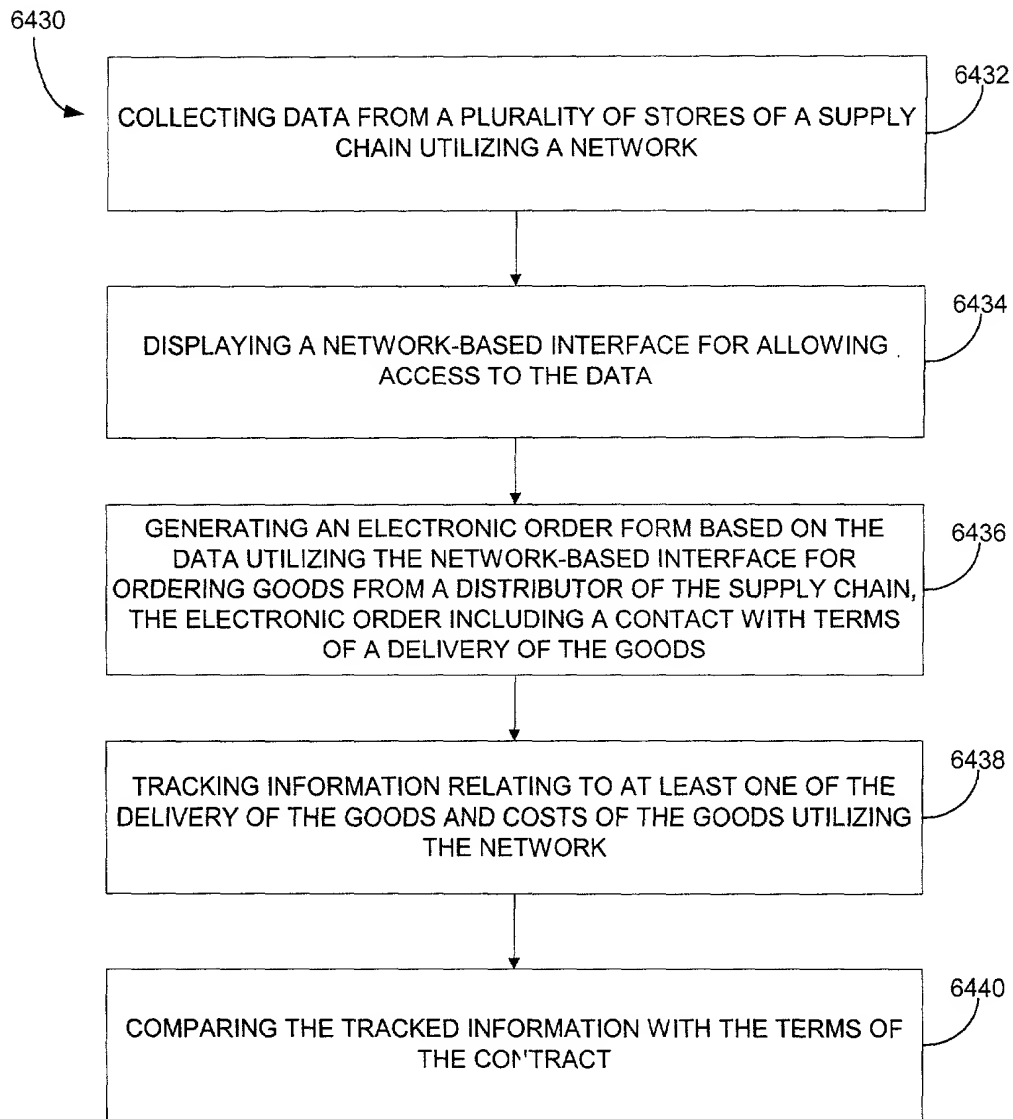
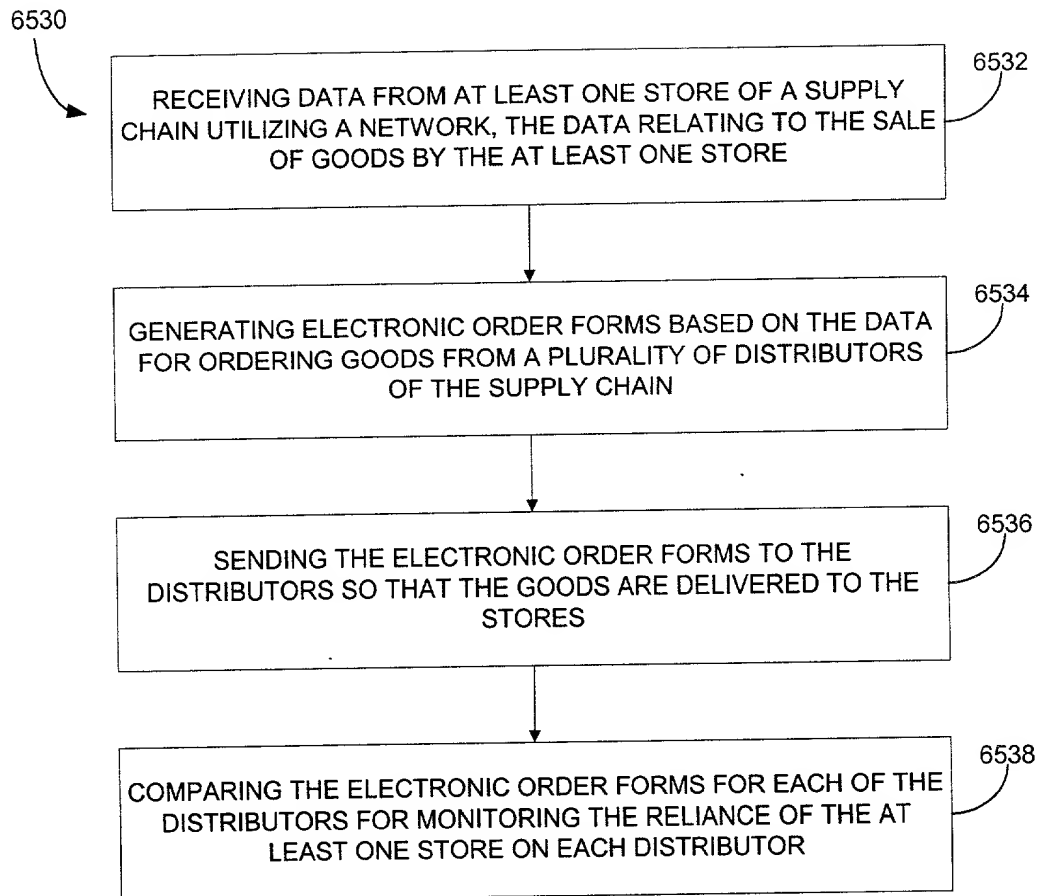


FIG. 63

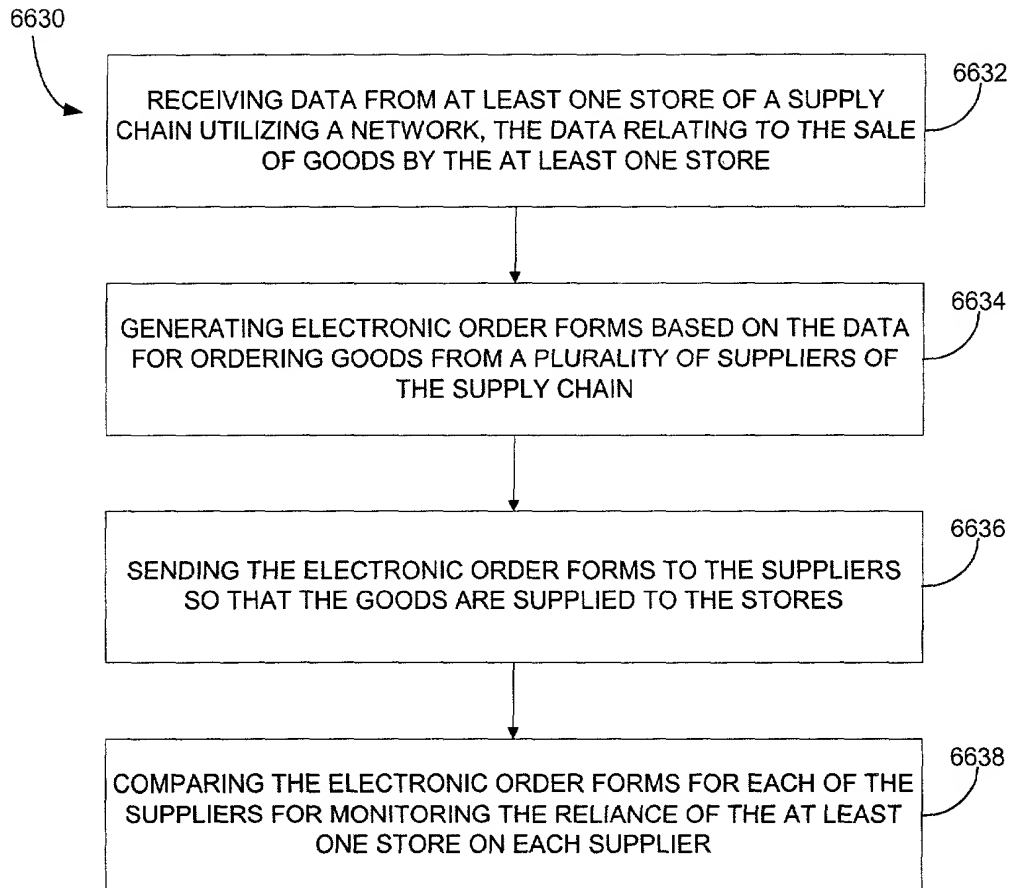


**FIG. 64**

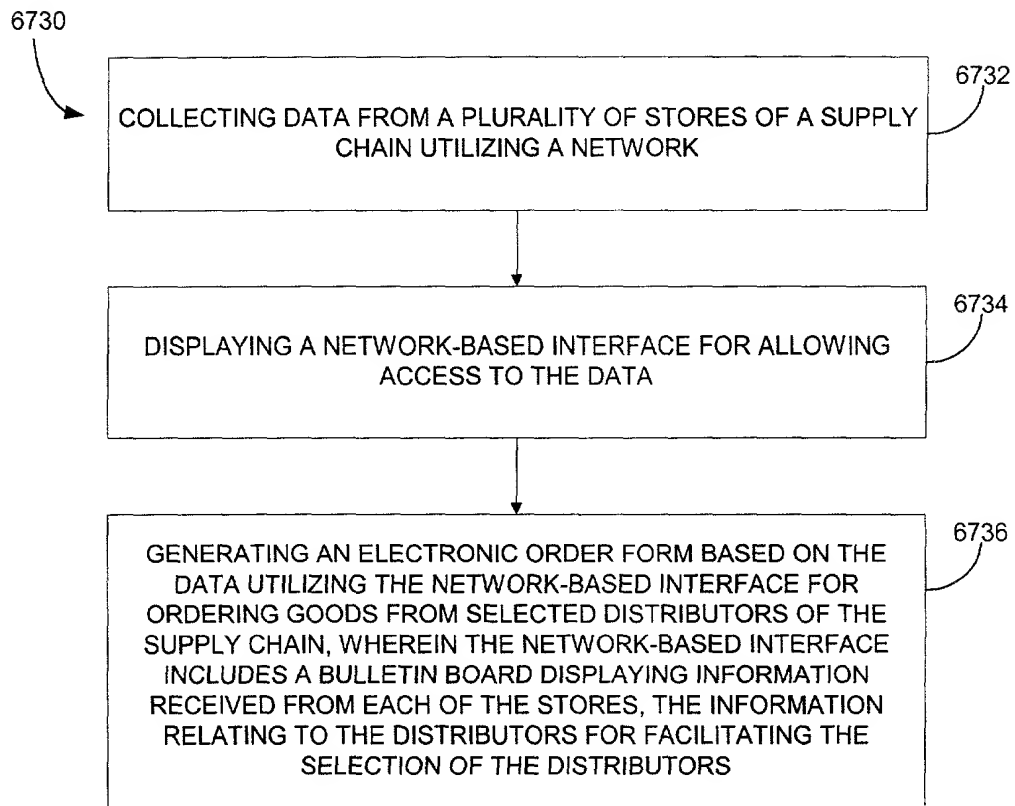




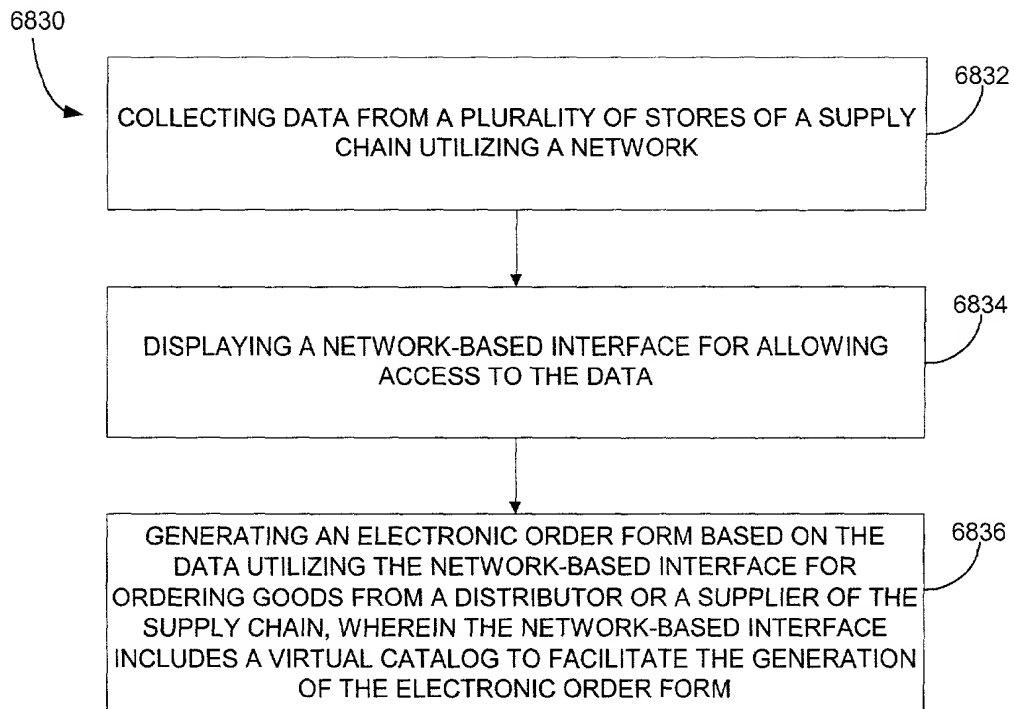
**FIG. 65**



**FIG. 66**



**FIG. 67**



**FIG. 68**

FIG. 69 is a flowchart illustrating a design process. The process begins with a box labeled "DEFINE CUSTOMERS/USERS", which leads to a box labeled "GATHER VOC". This box leads to a box labeled "DETERMINE CTQ'S", which leads to a box labeled "DEFINE FEATURES". This box leads to a box labeled "DETERMINE HIGH LEVEL FUNCTIONAL REQUIREMENTS". A curved arrow labeled "6900" points to the "DETERMINE HIGH LEVEL FUNCTIONAL REQUIREMENTS" box. Below the sequence of boxes is a large box labeled "DESIGN SOLUTION".

6900

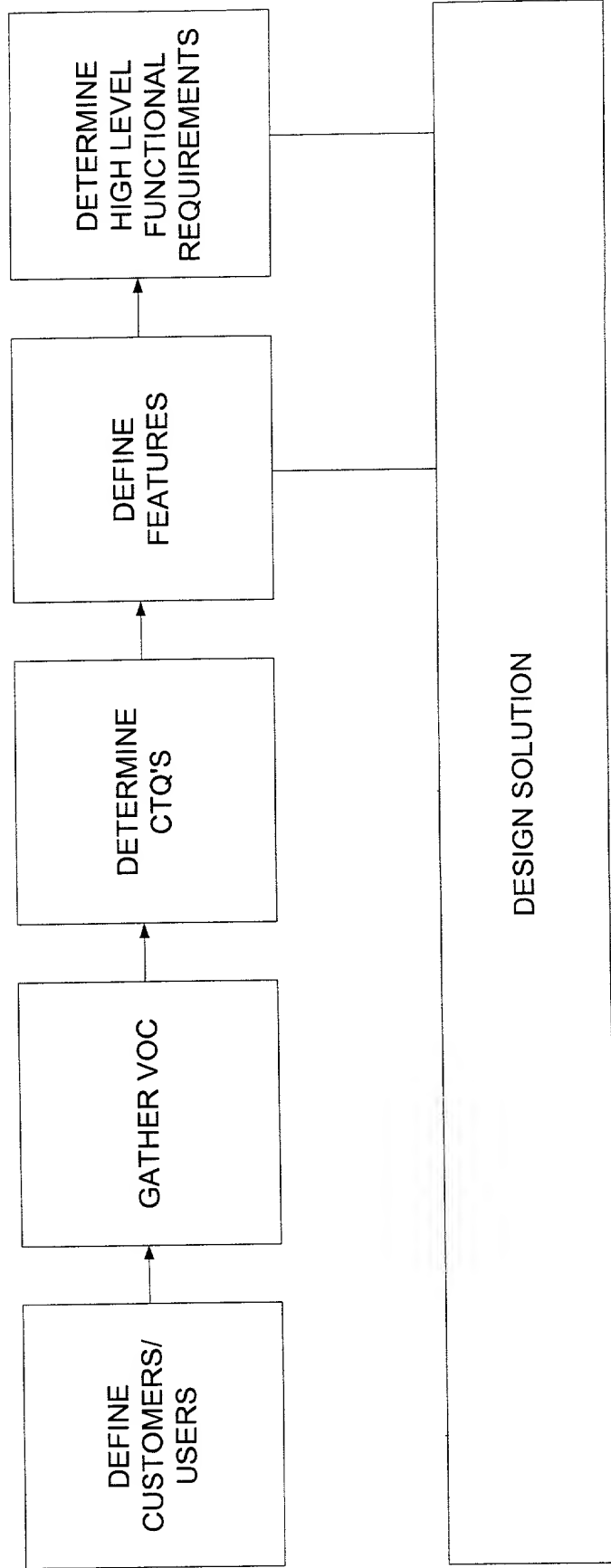
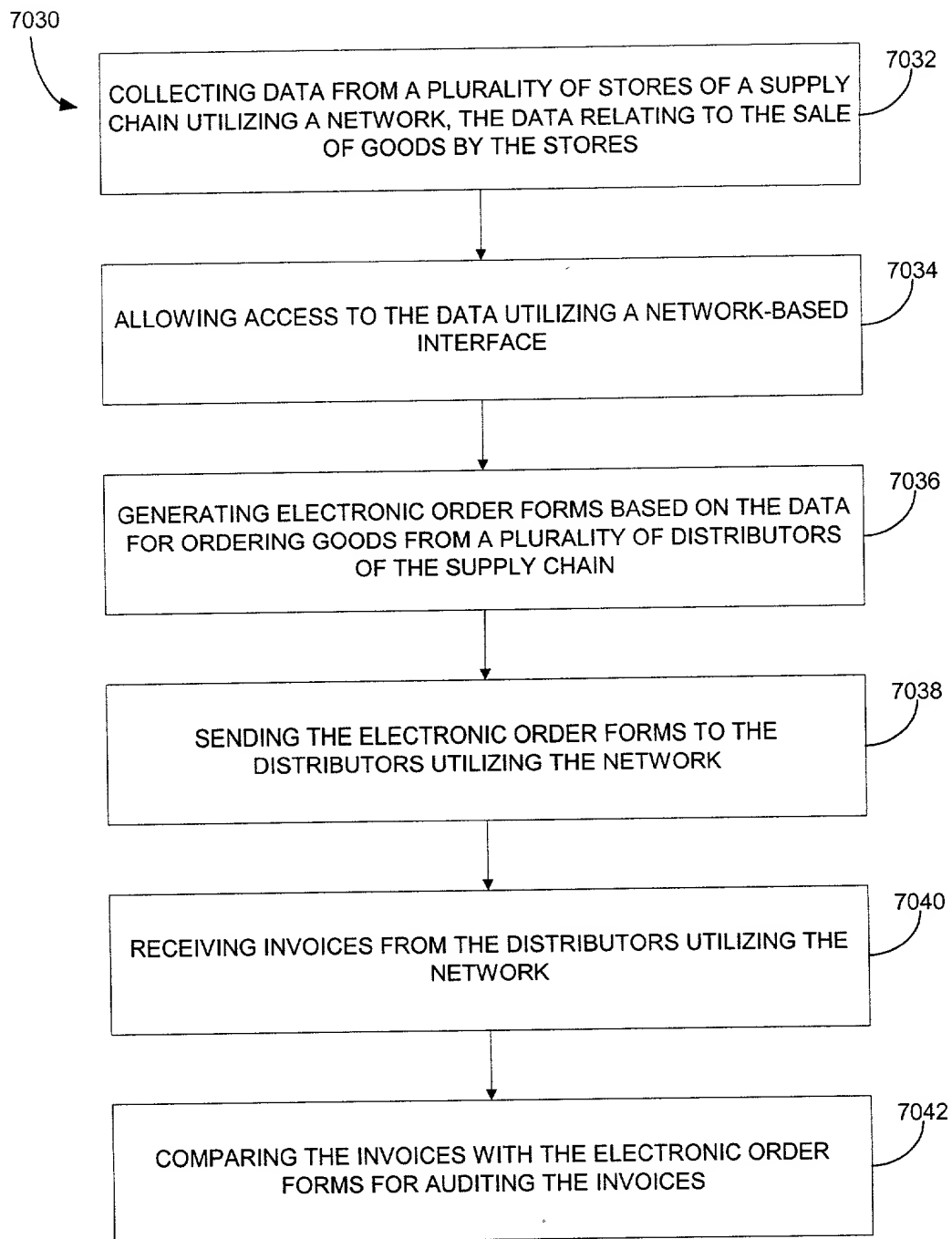
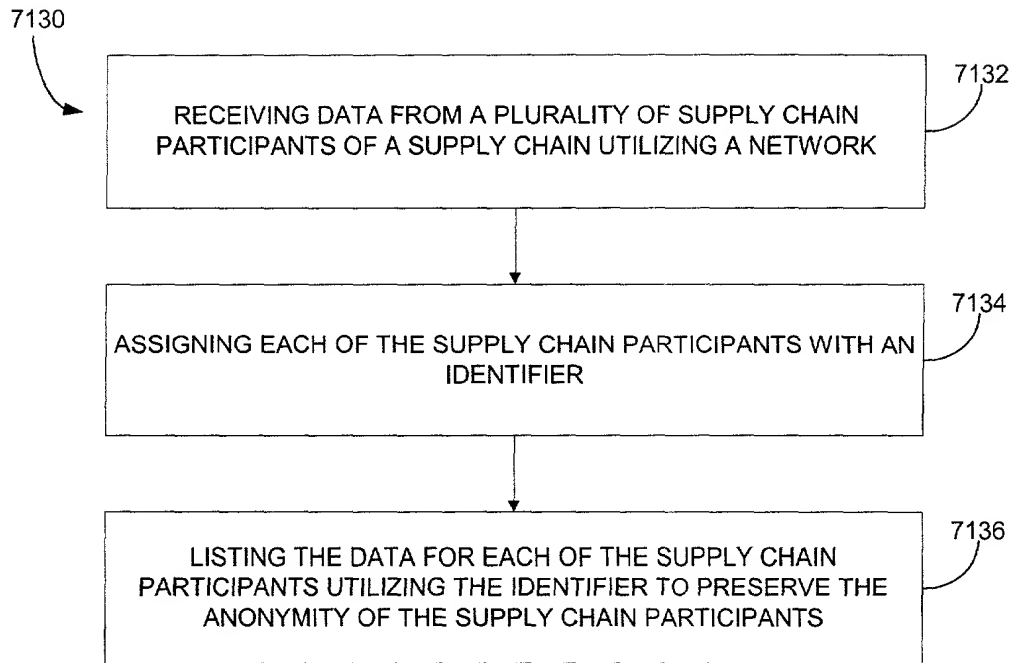


FIG. 69



**FIG. 70**



**FIG. 71**

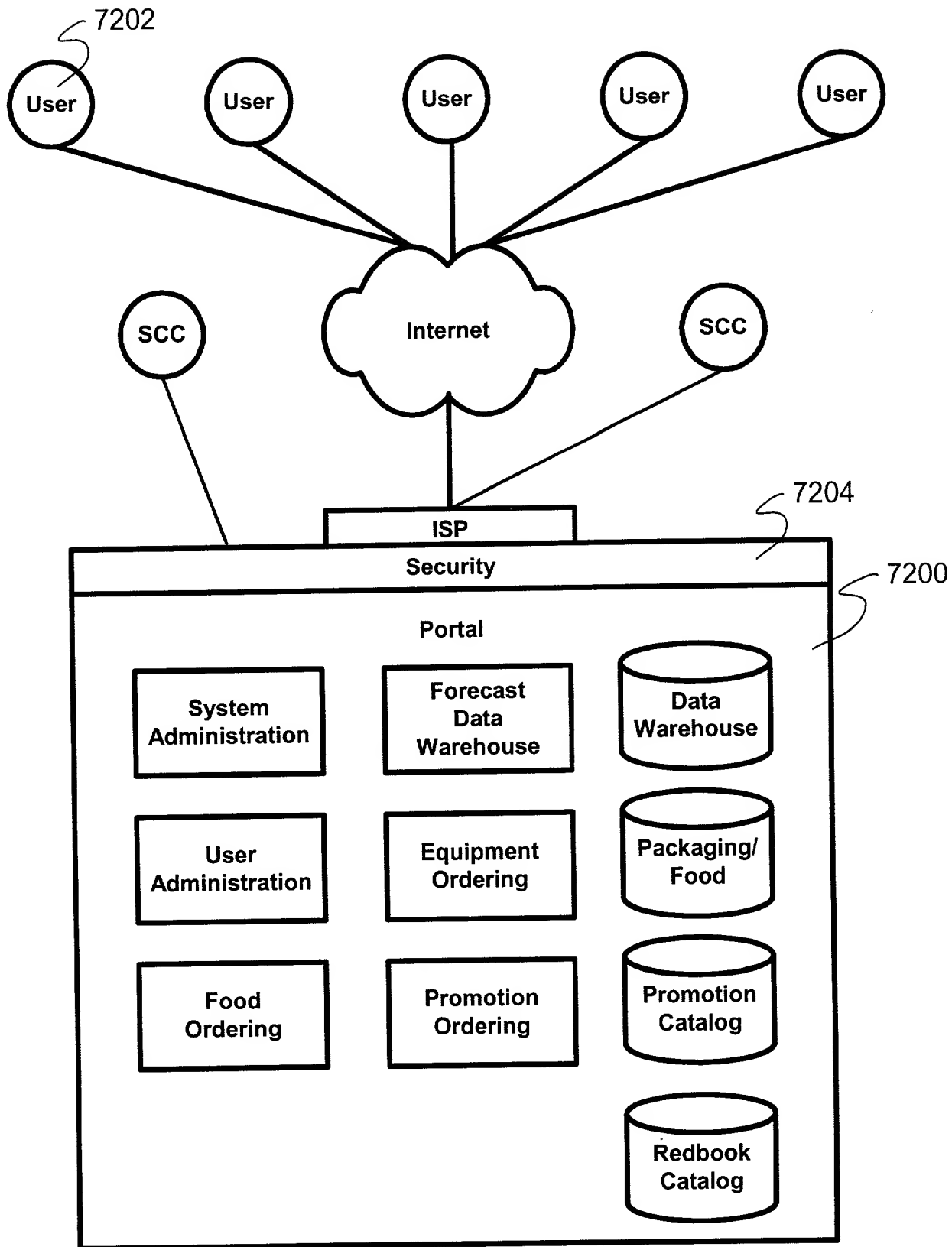


FIG. 72



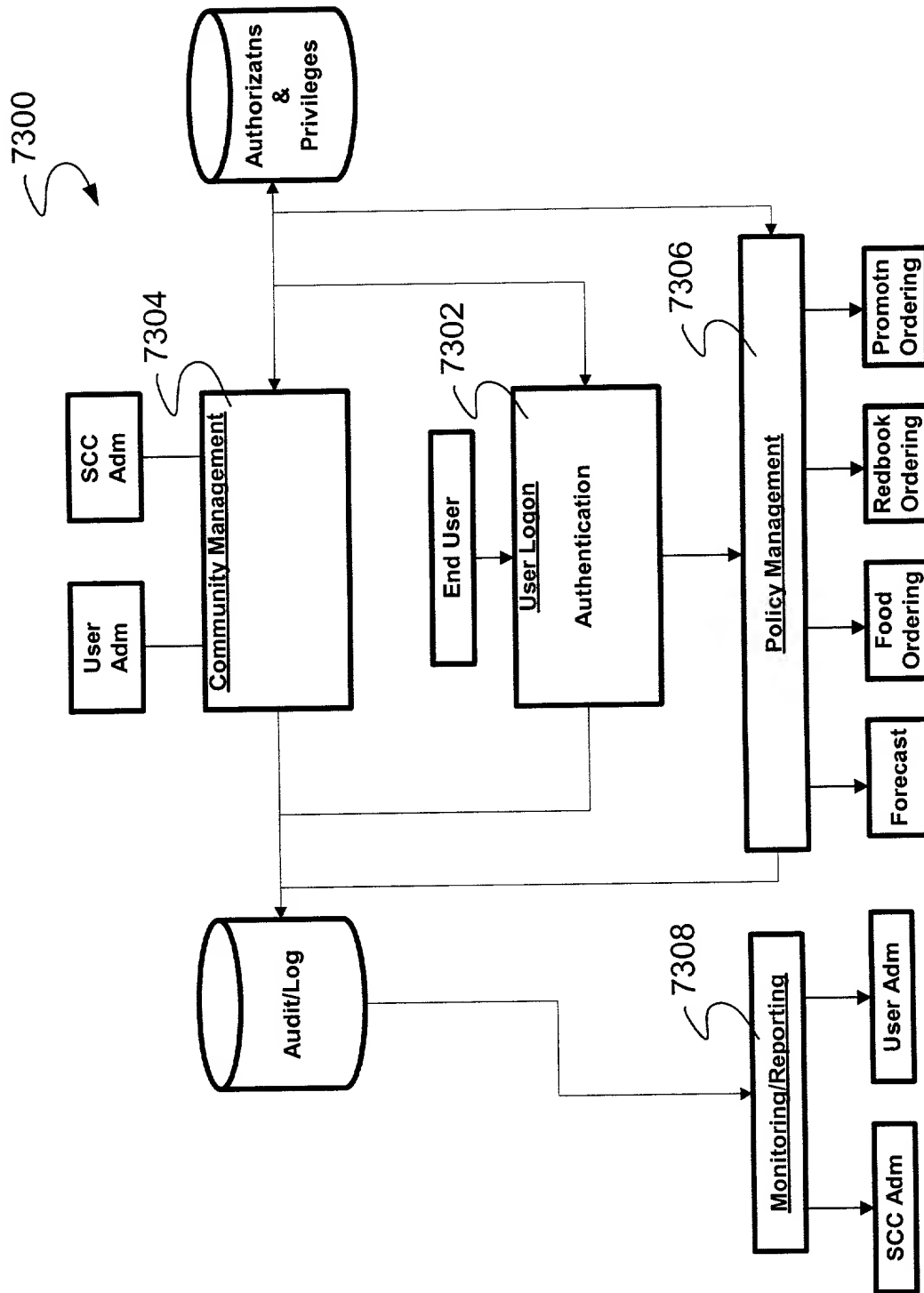


FIG. 73

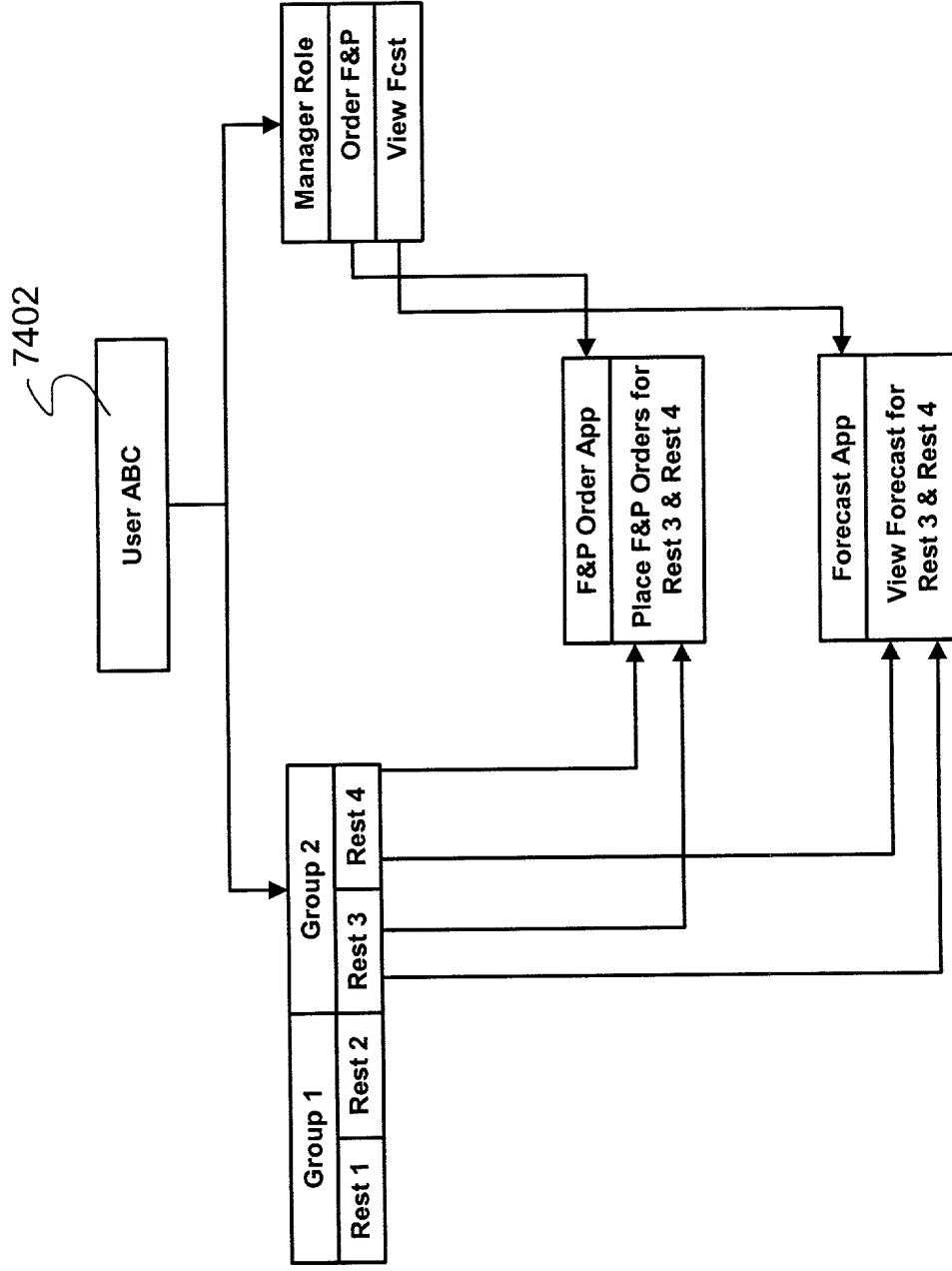


FIG. 74

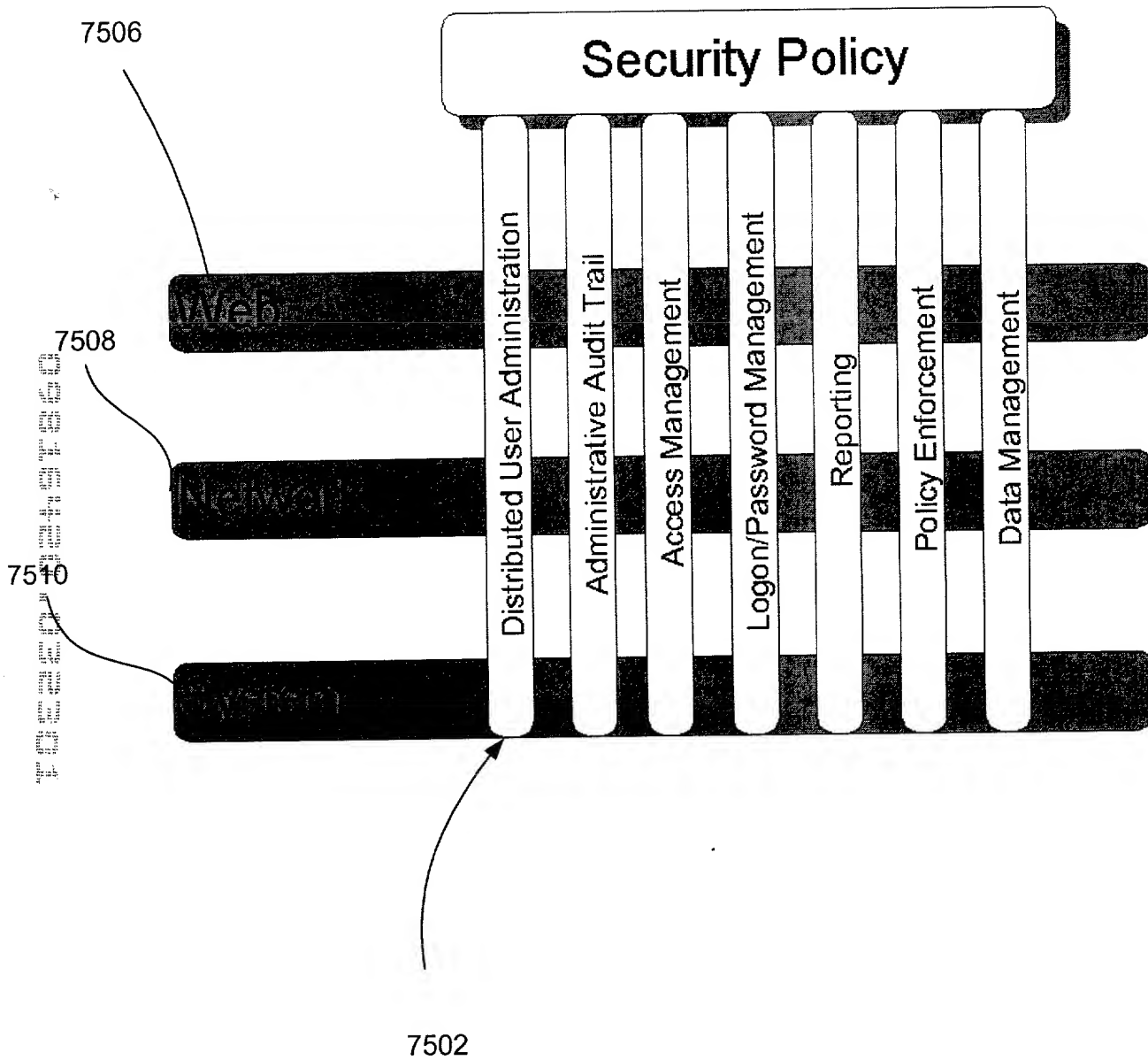
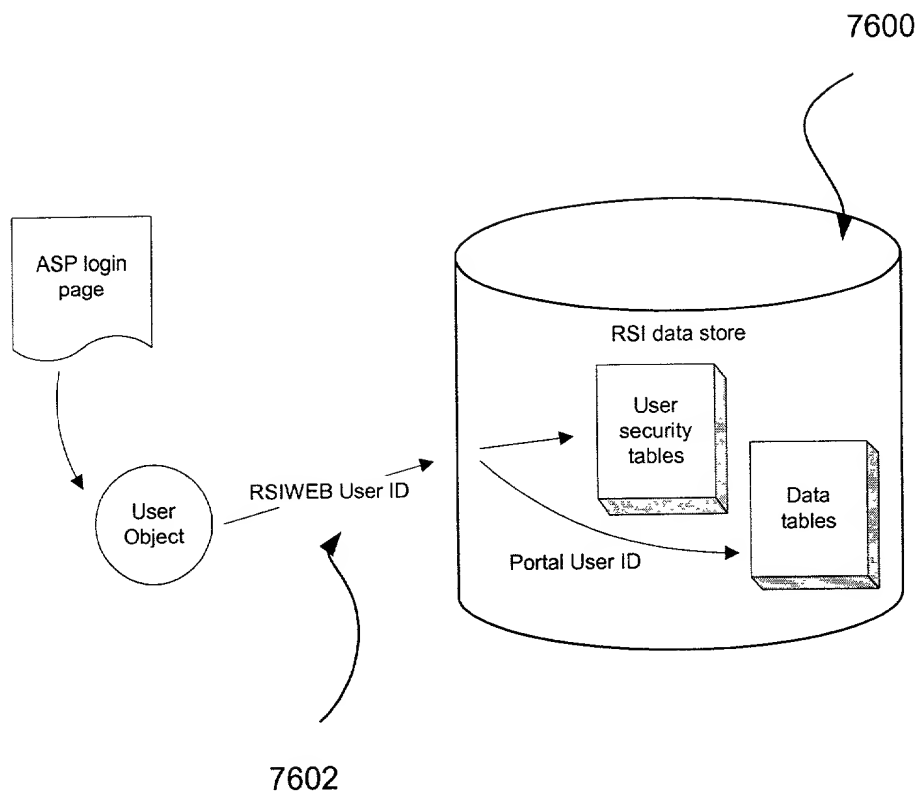


Fig. 75



**Fig. 76**

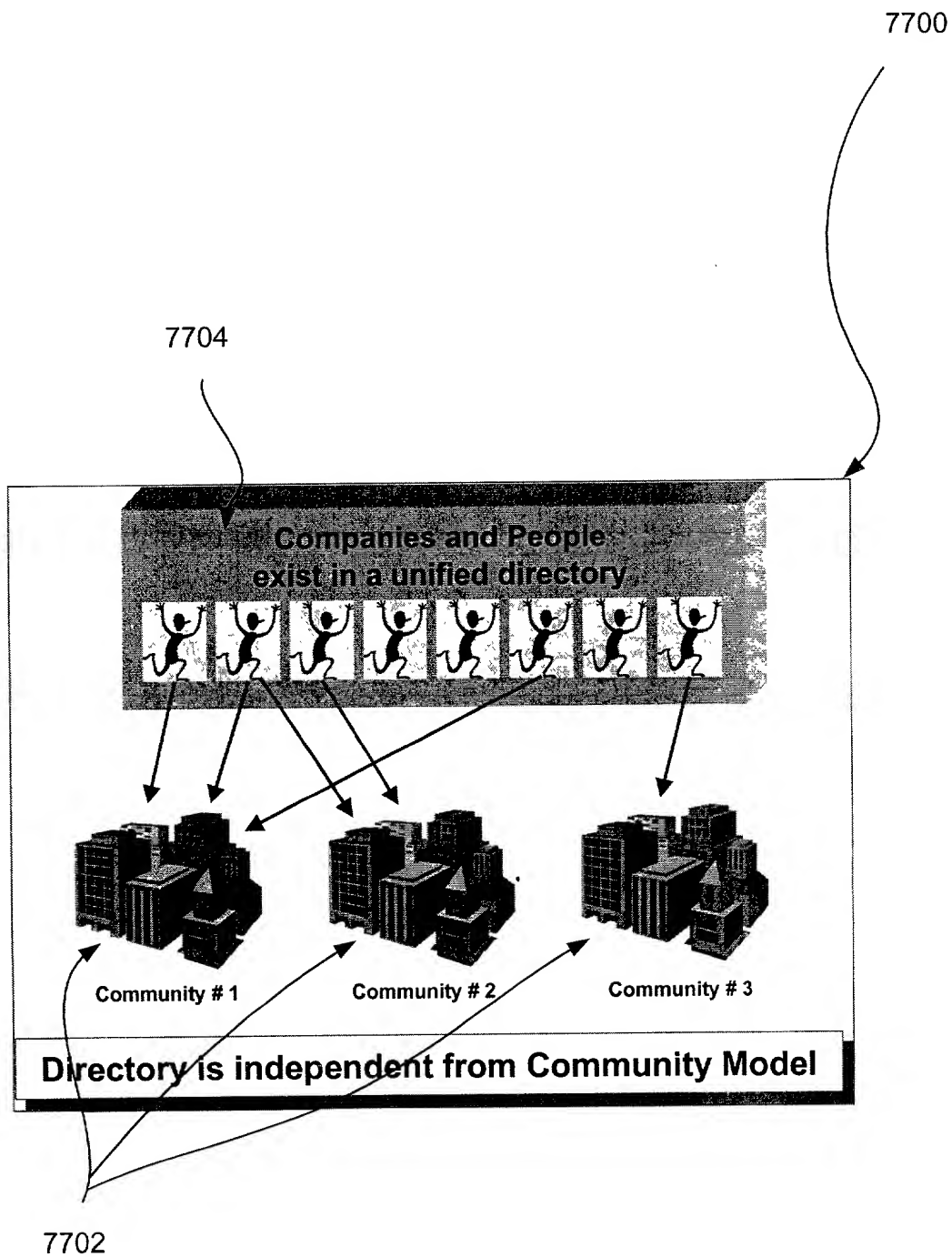


Fig. 77

7800

7802

7804

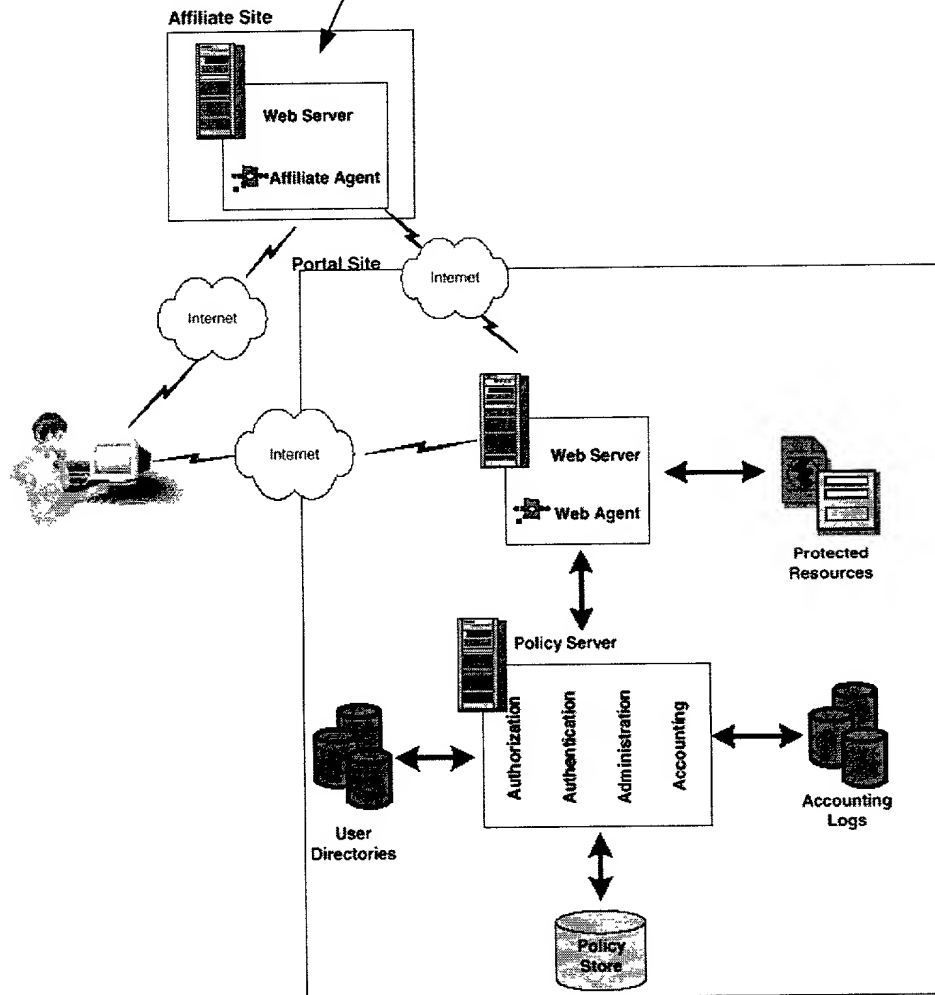


Fig. 78

7900

7902

# Policy-Based Web Security Model

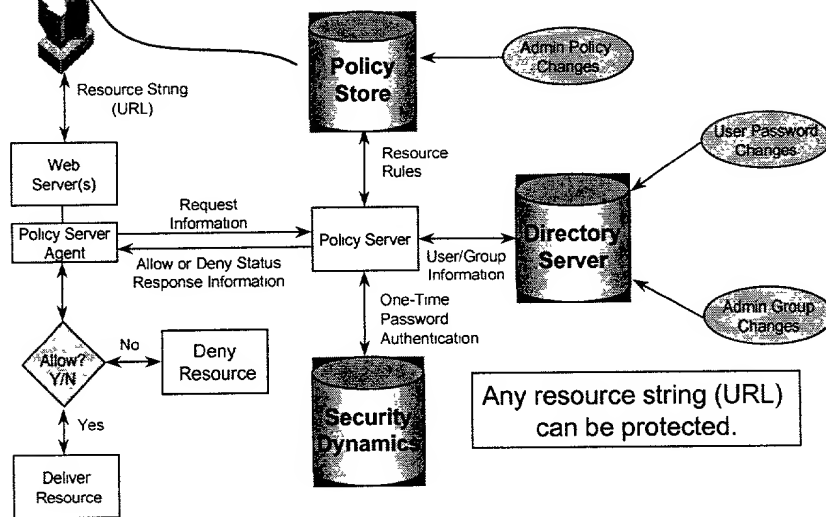
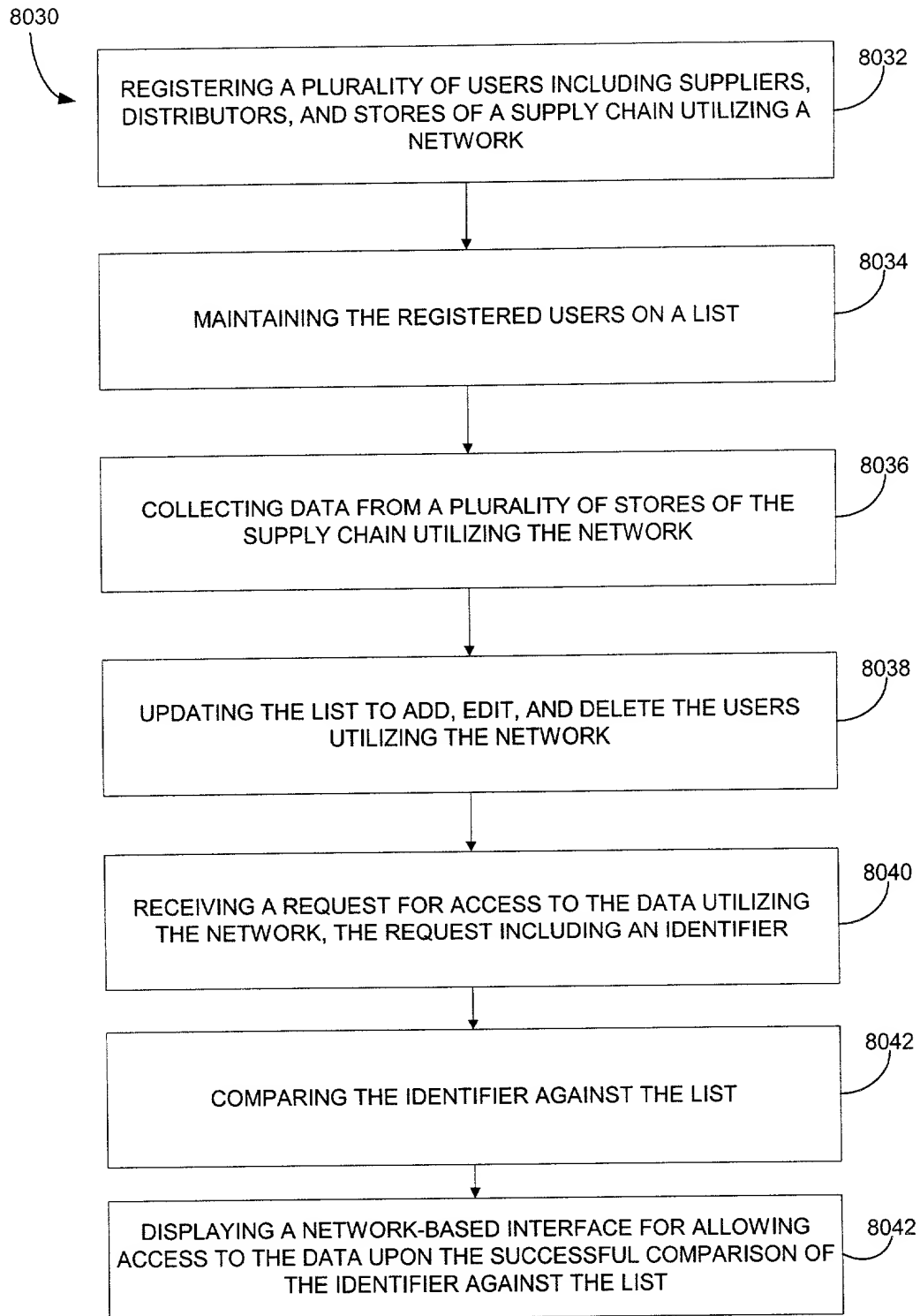
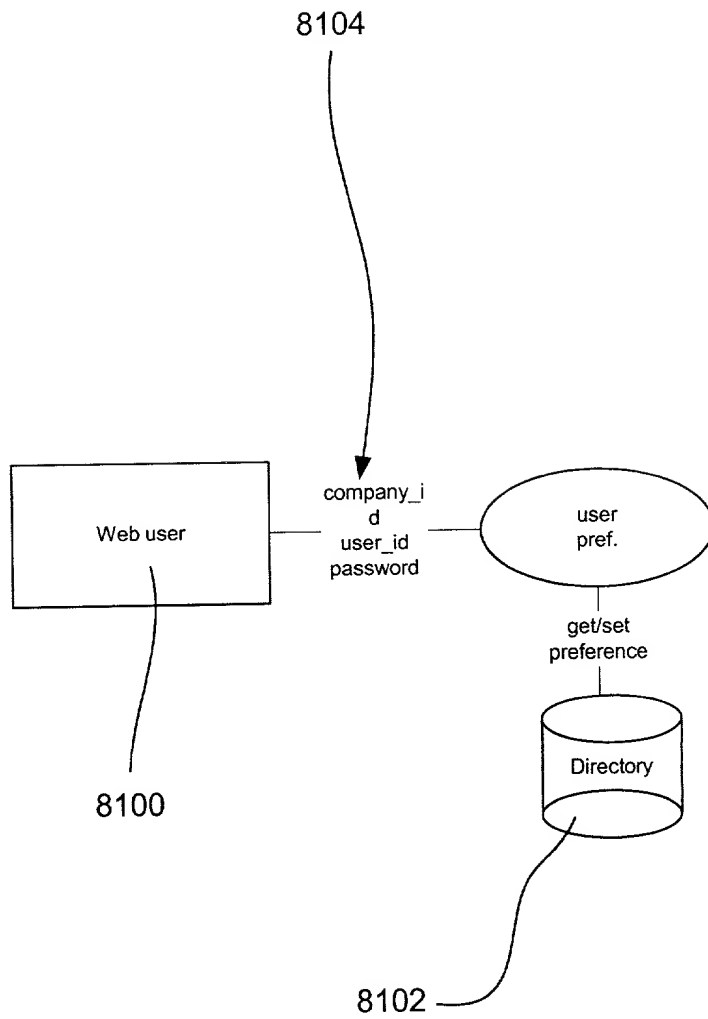


Fig. 79

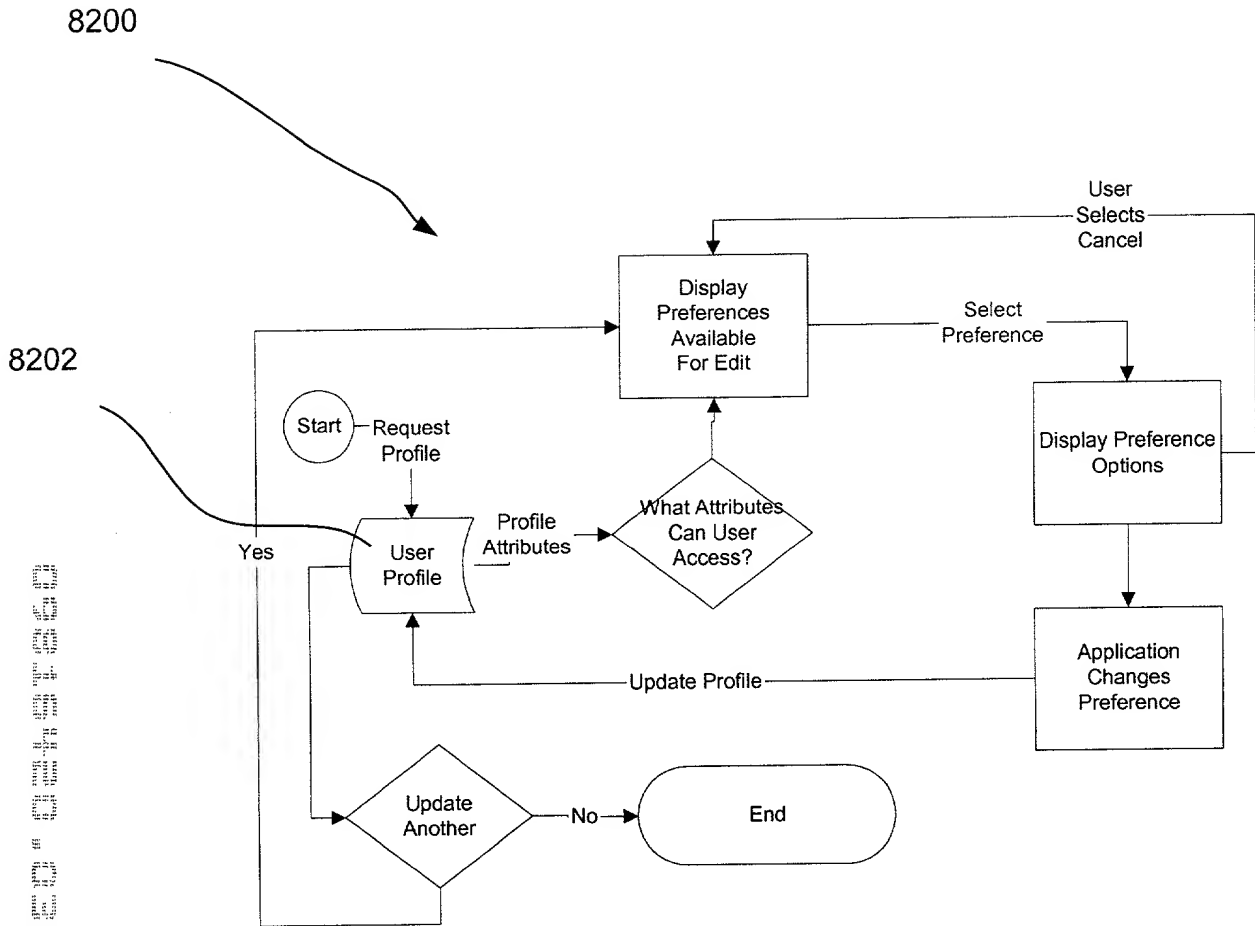


**FIG. 80**





**Fig. 81**



**Fig. 82**

Fig. 83 is a diagram illustrating the relationship between various privilege sets. The diagram consists of three overlapping circles, each representing a different set of privileges. The circles are labeled as follows: 'Domain Privileges' (top left), 'Group Privileges (can include hierarchy based)' (top right), and 'Granted Privileges (Includes Roles)' (bottom). The intersection of 'Domain Privileges' and 'Group Privileges' is labeled 'User's Privileges'. The intersection of 'Domain Privileges' and 'Granted Privileges' is labeled '8302'. The intersection of 'Group Privileges' and 'Granted Privileges' is labeled '8304'. The intersection of all three circles is labeled '8306'. A line labeled '8300' points to the 'Granted Privileges' circle. The entire diagram is labeled 'Fig. 83' at the bottom.

8302

8304

**Domain  
Privileges**

**Group  
Privileges  
(can include  
hierarchy based)**

**User's  
Privileges**

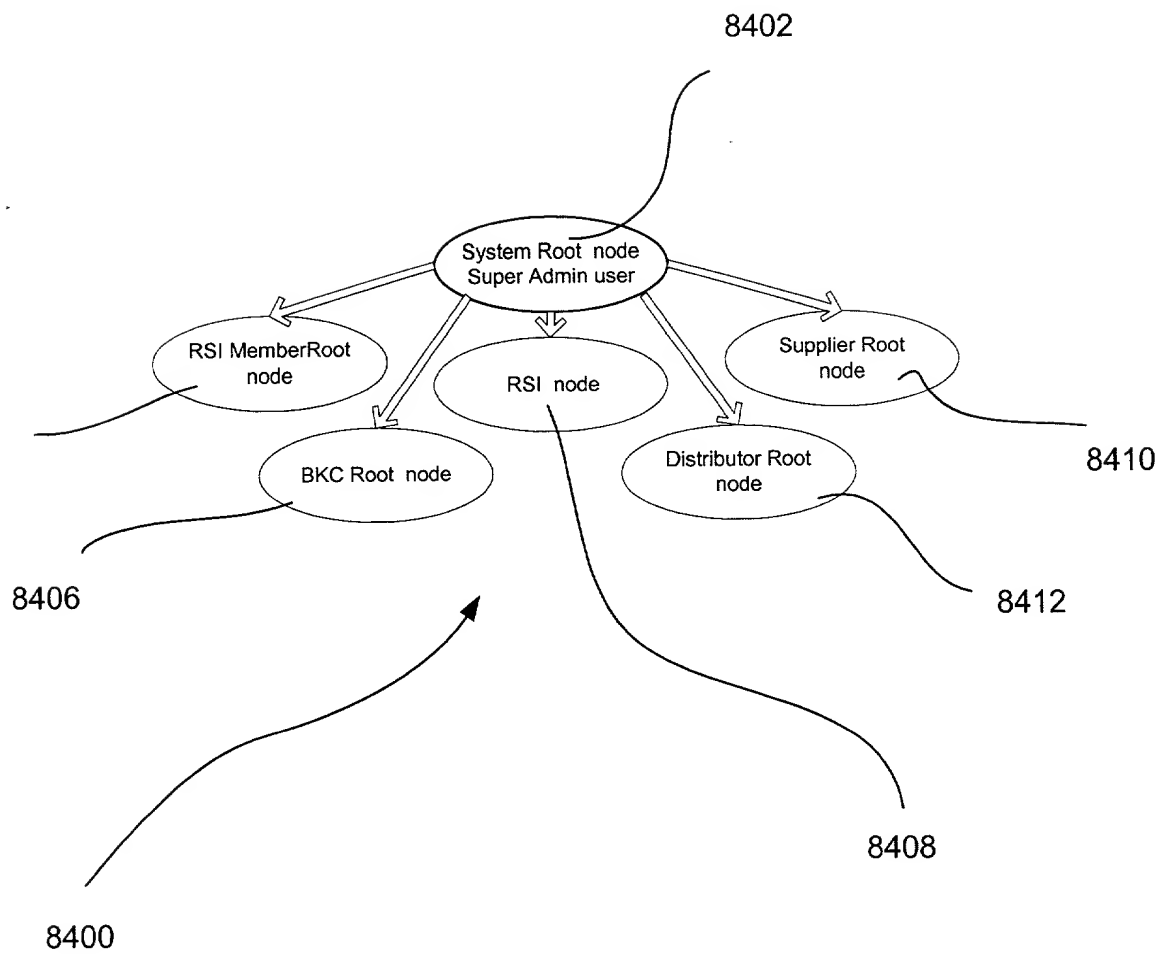
**Granted Privileges  
(Includes Roles)**

8306

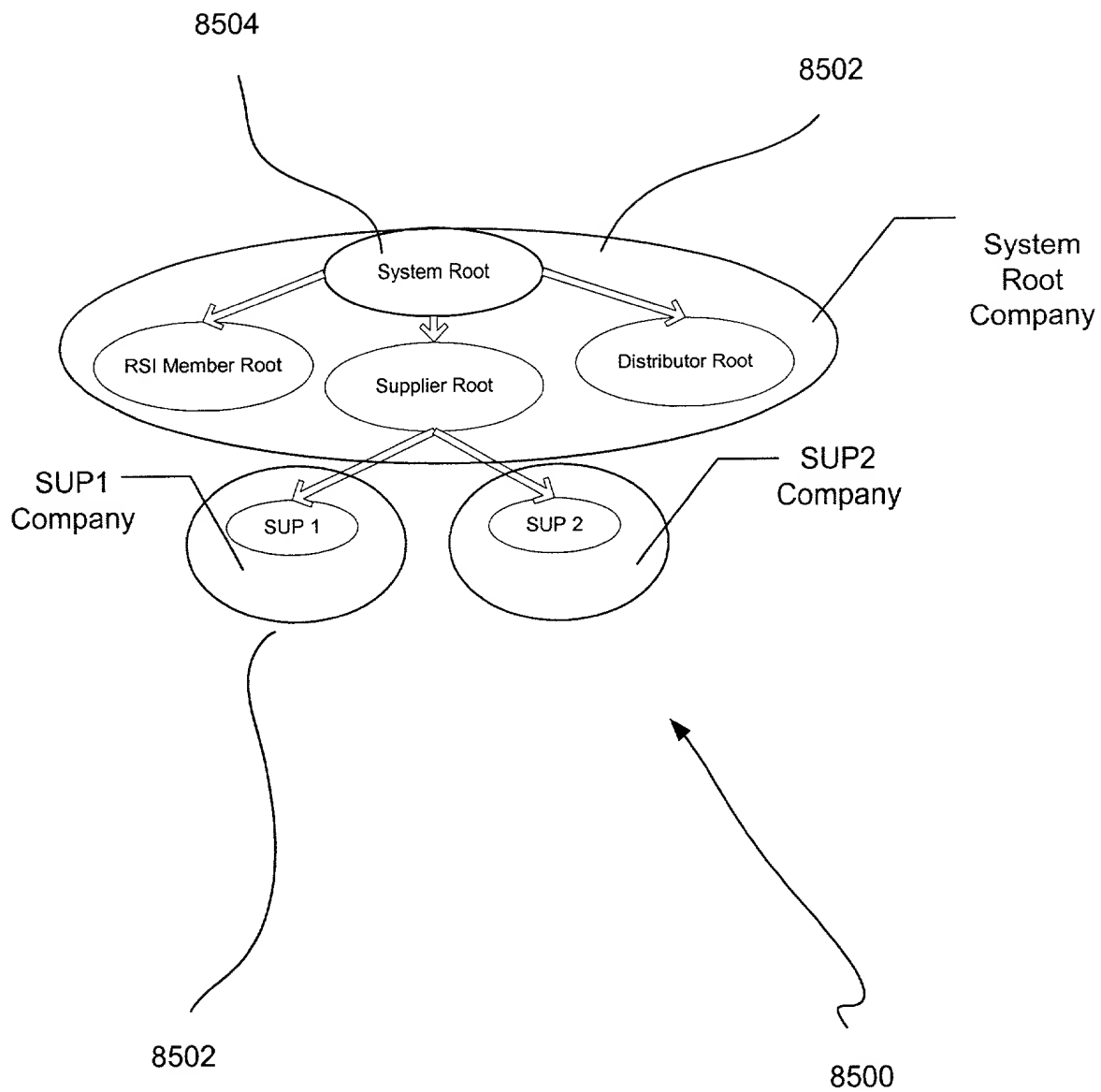
8300

**Fig. 83**

Fig. 84 is a diagram of a system architecture. The diagram shows a central node labeled "System Root node Super Admin user" (8402) at the top. Below this node are five other nodes: "RSI MemberRoot node" (8404), "BKC Root node" (8406), "RSI node" (8408), "Distributor Root node" (8412), and "Supplier Root node" (8410). Arrows point from the central node to each of these five nodes. A large arrow (8400) points from the bottom left towards the central node. The diagram is labeled "Fig. 84" at the bottom.



**Fig. 84**



**Fig. 85**

8600

8602

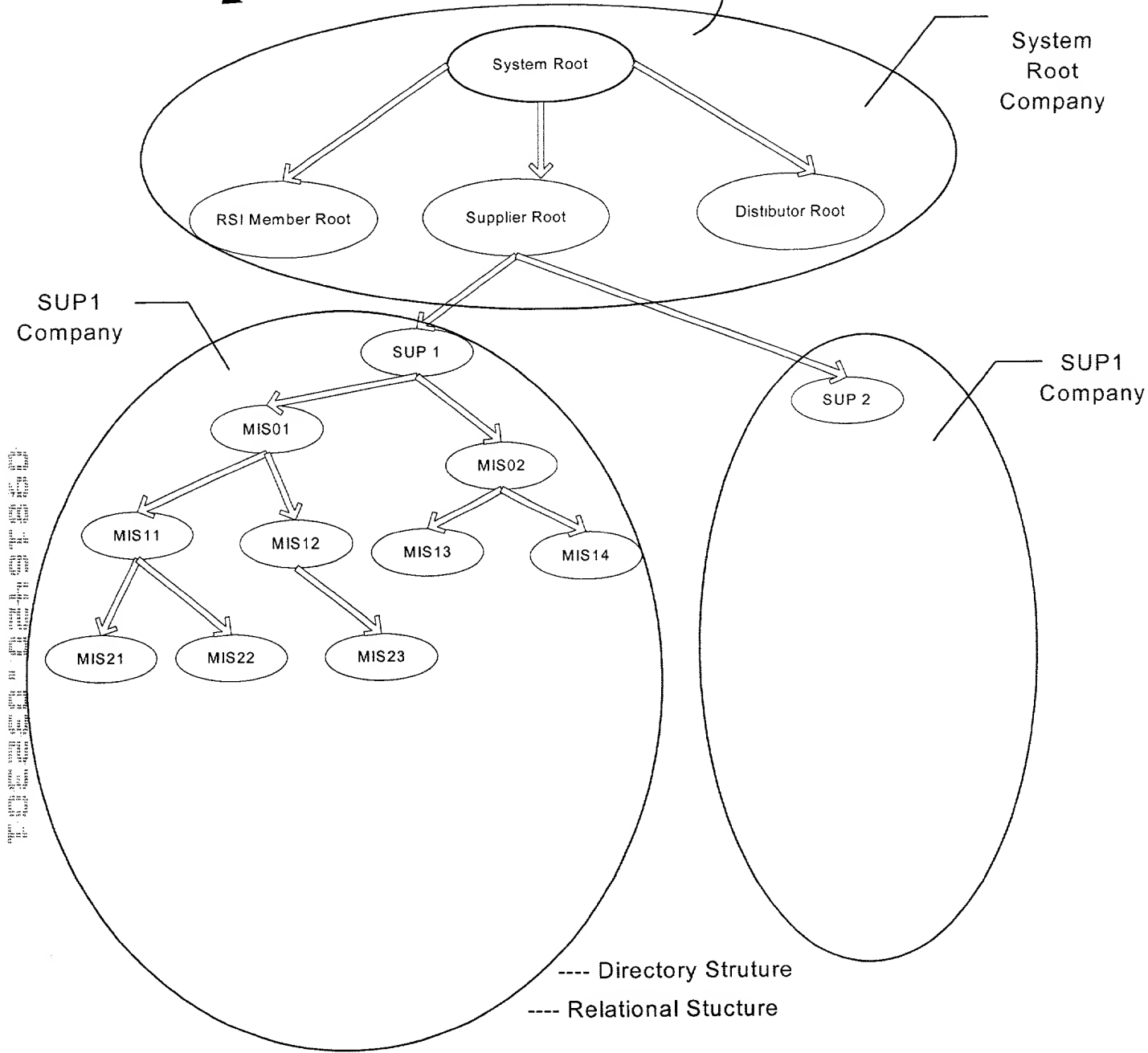


Fig. 86

## Group Hierarchy Management: Data Flow

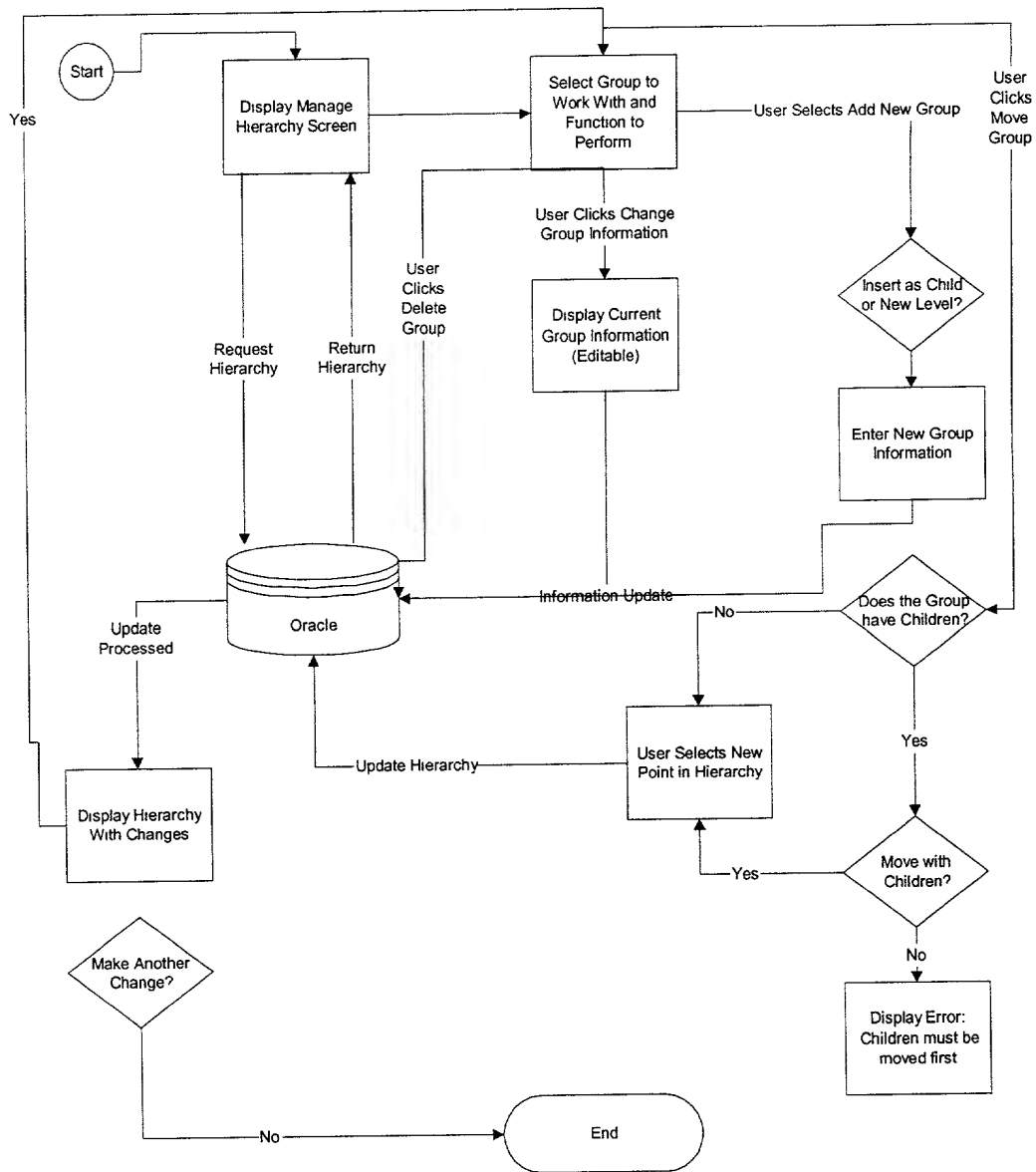
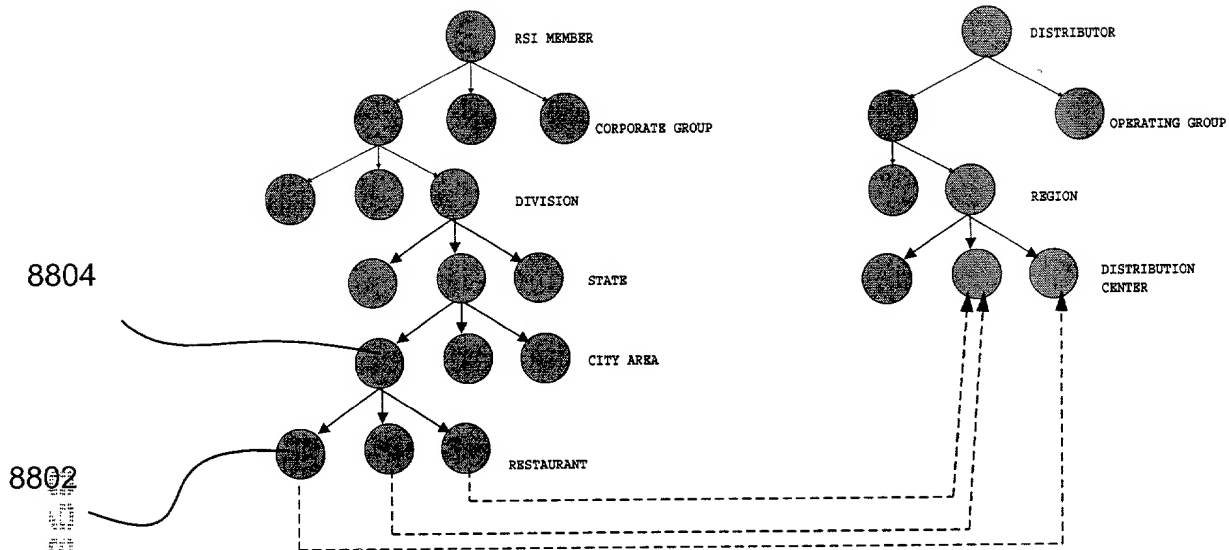


Fig. 87

8800



8802

8800

Fig. 88



8902

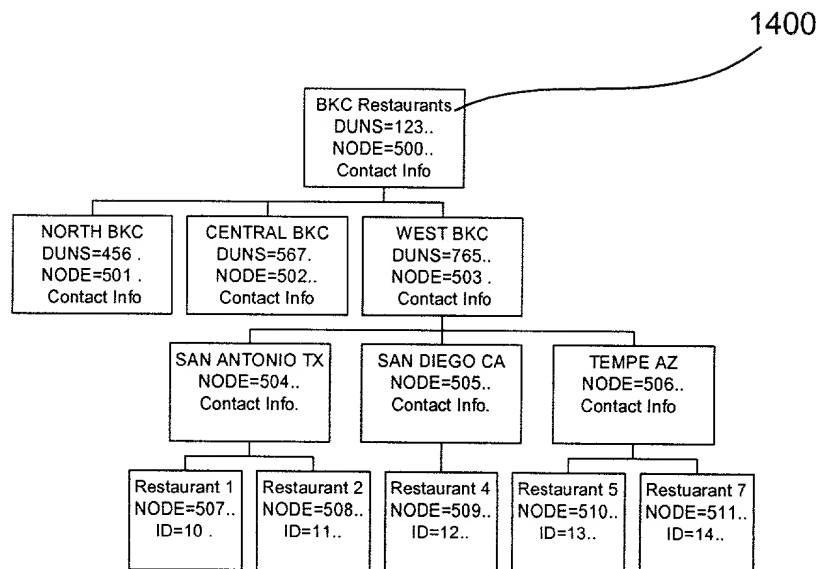


Fig. 89

9000

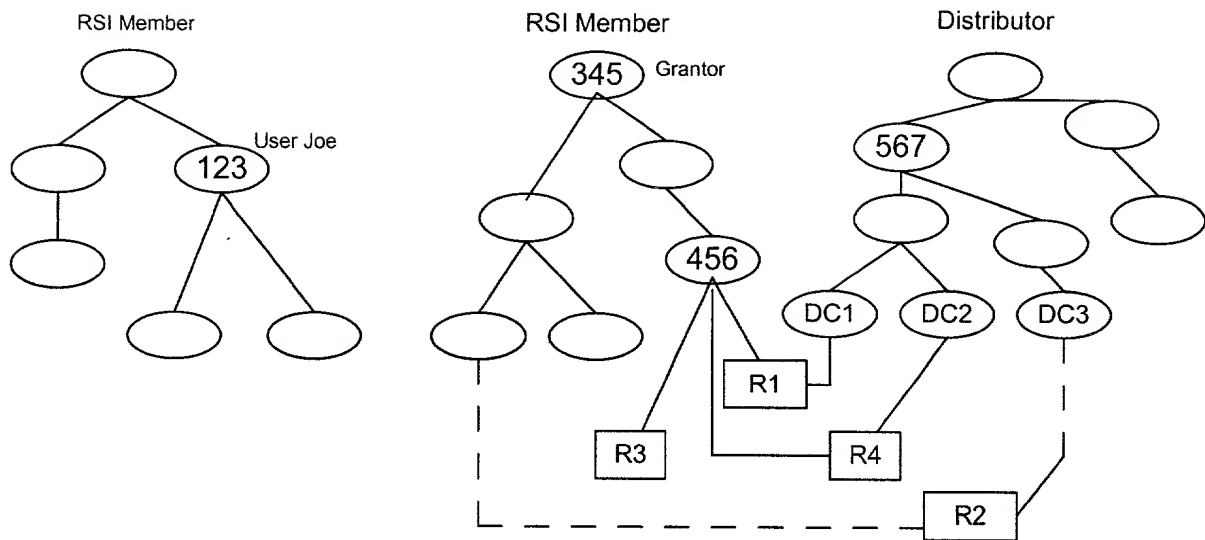


FIG. 90

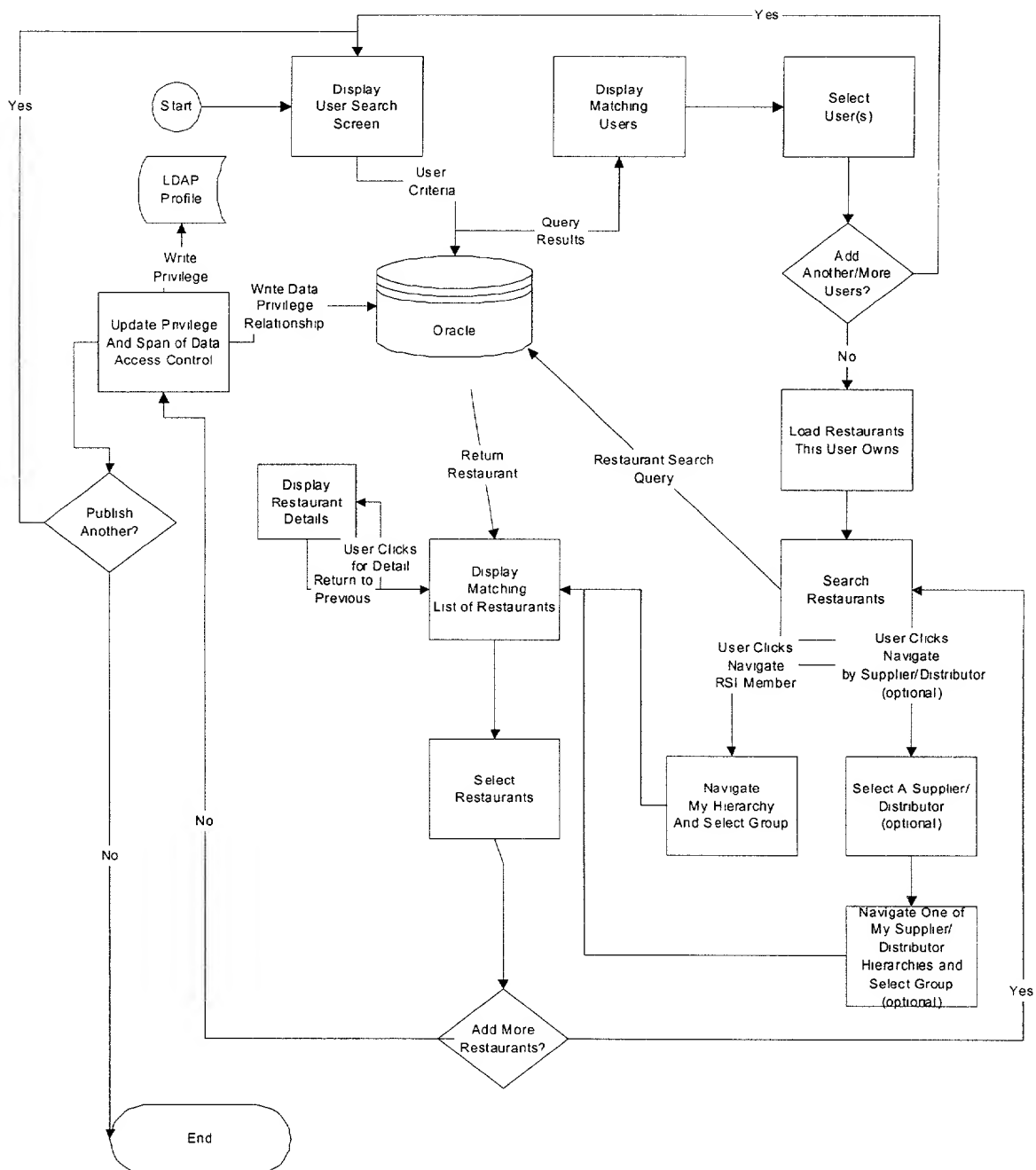
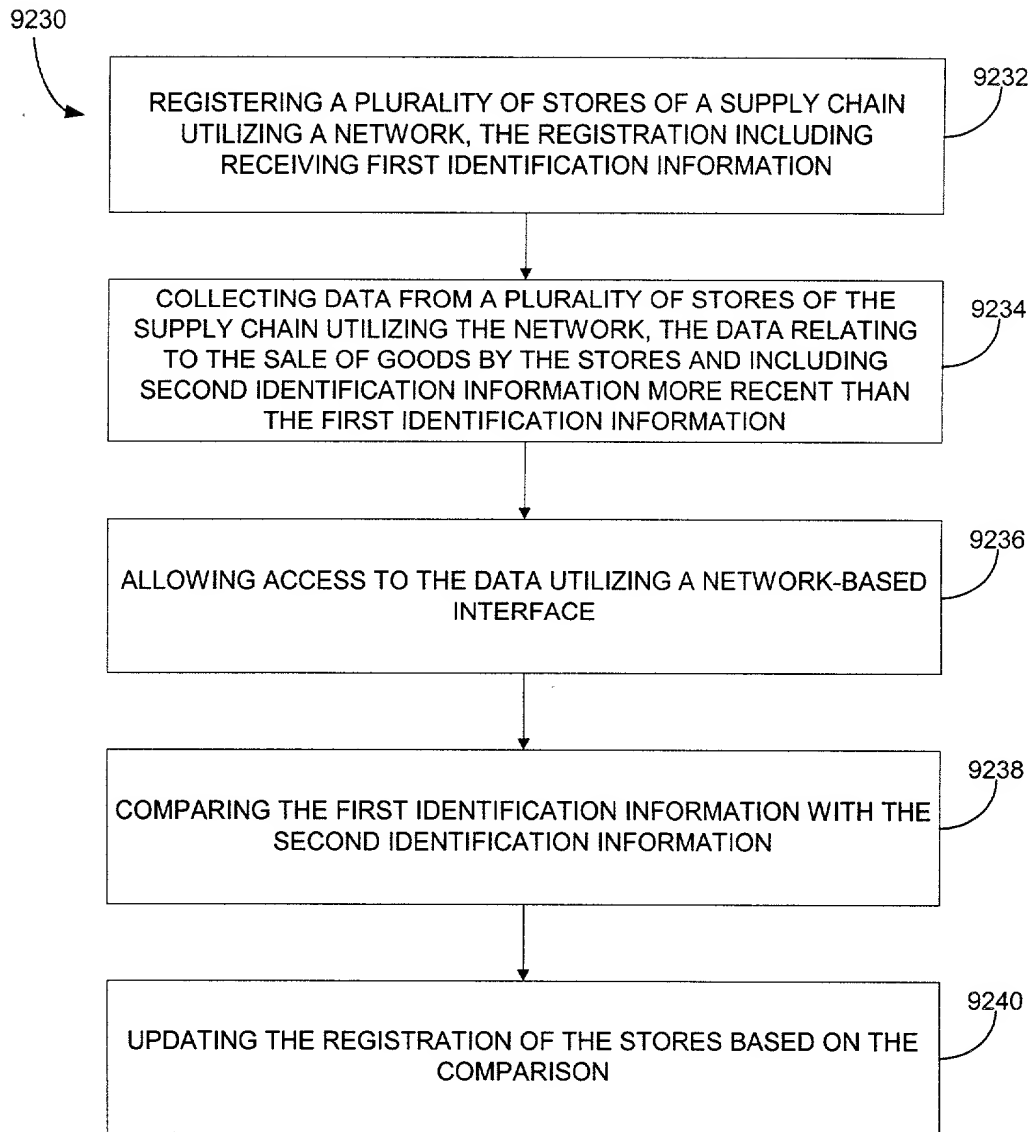
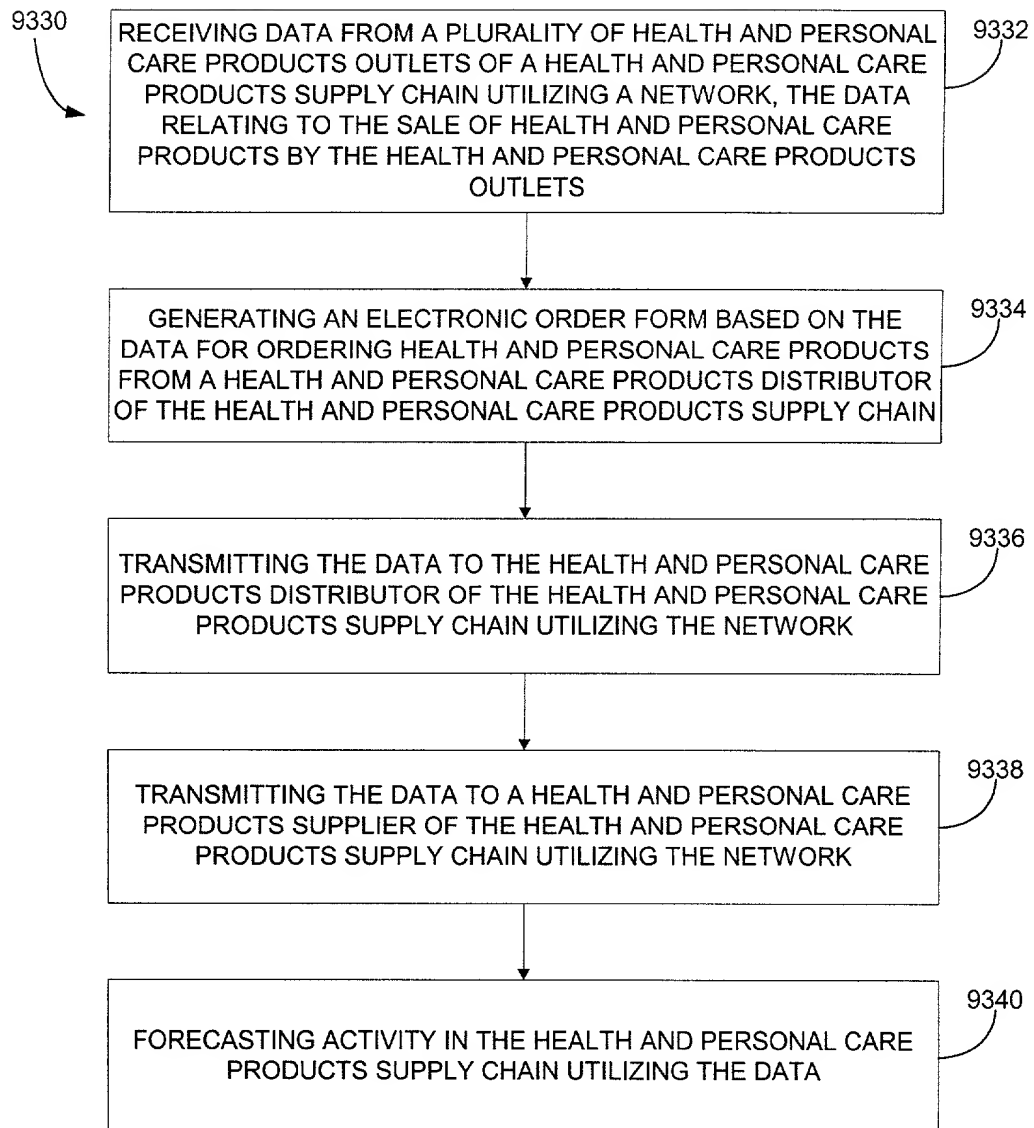


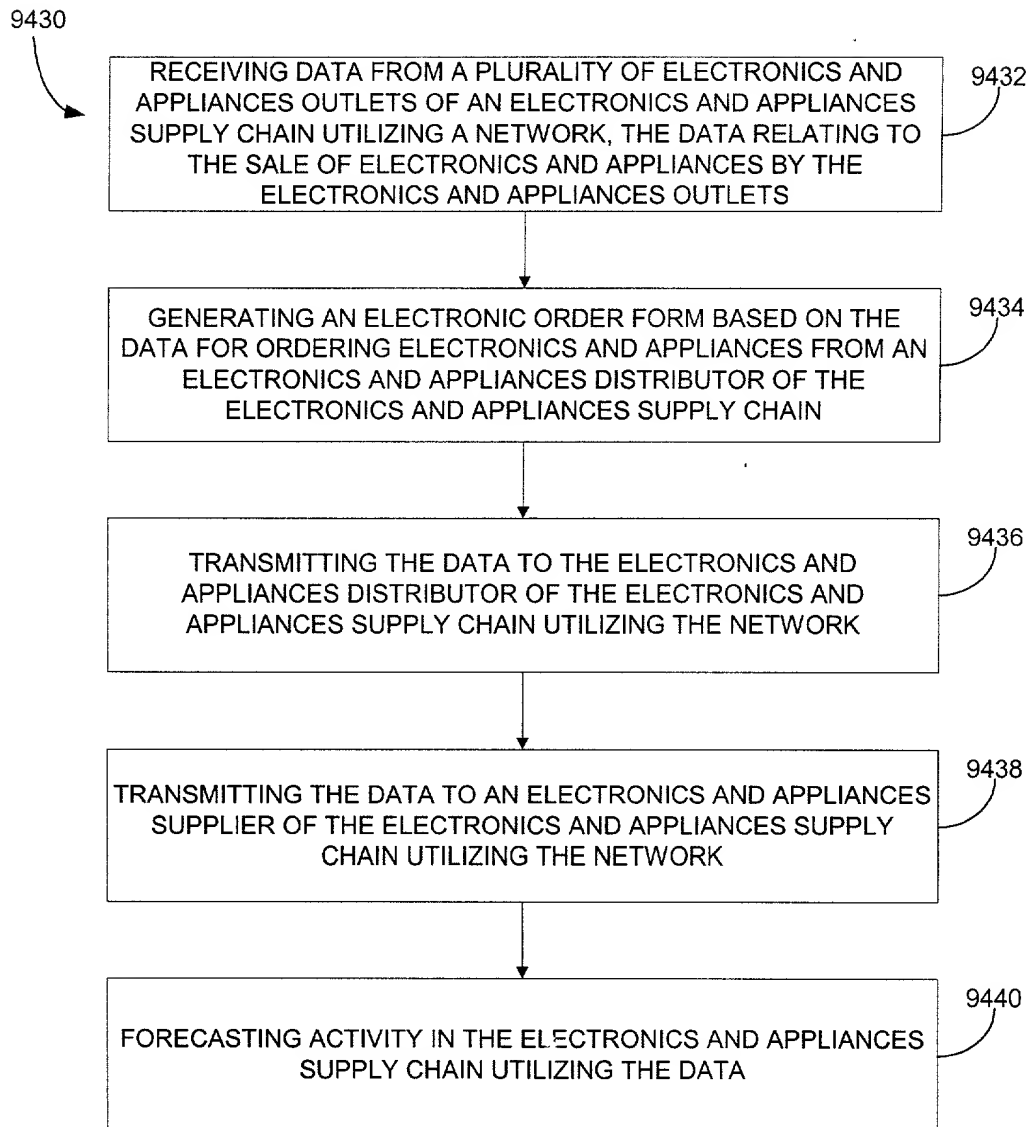
Fig. 91



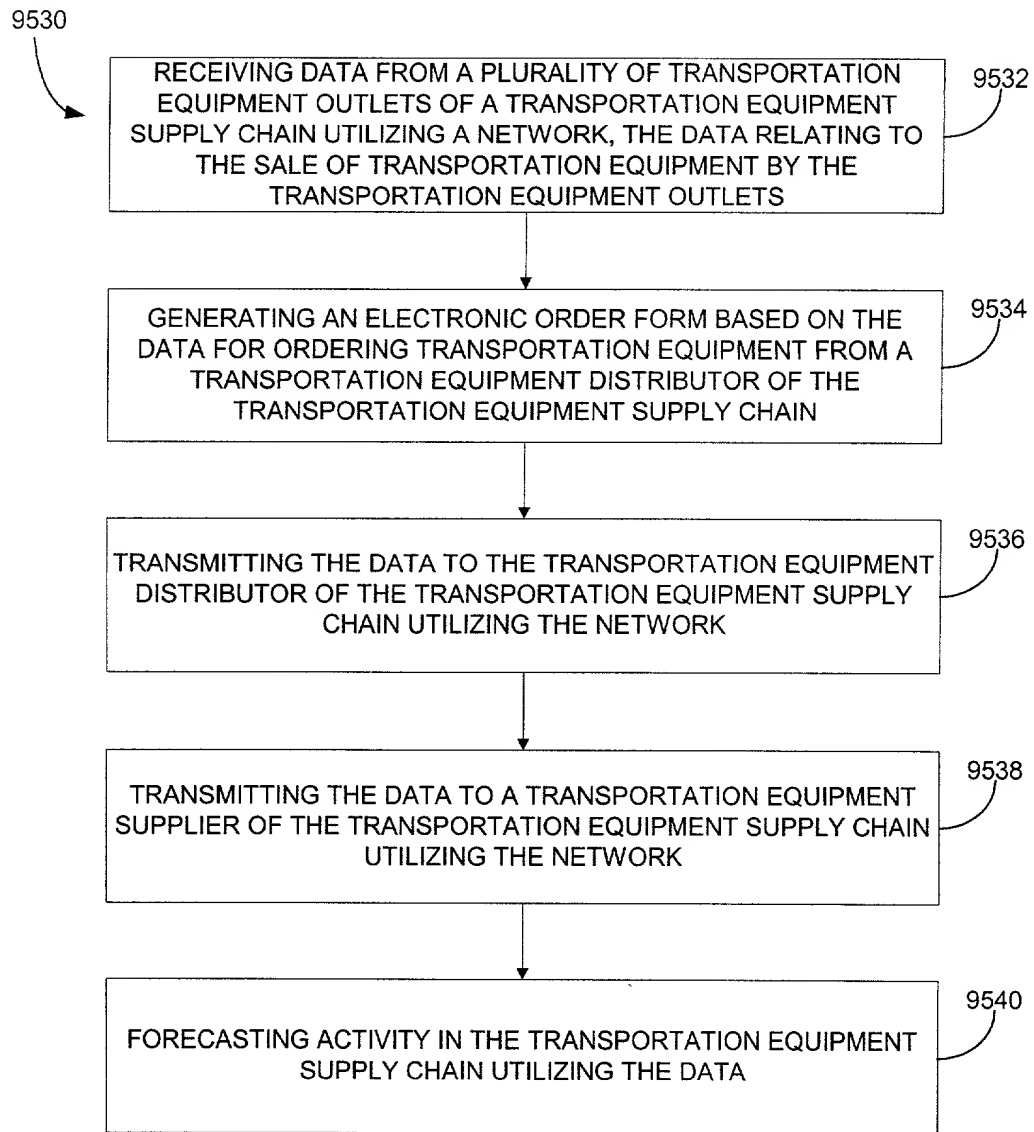
**FIG. 92**



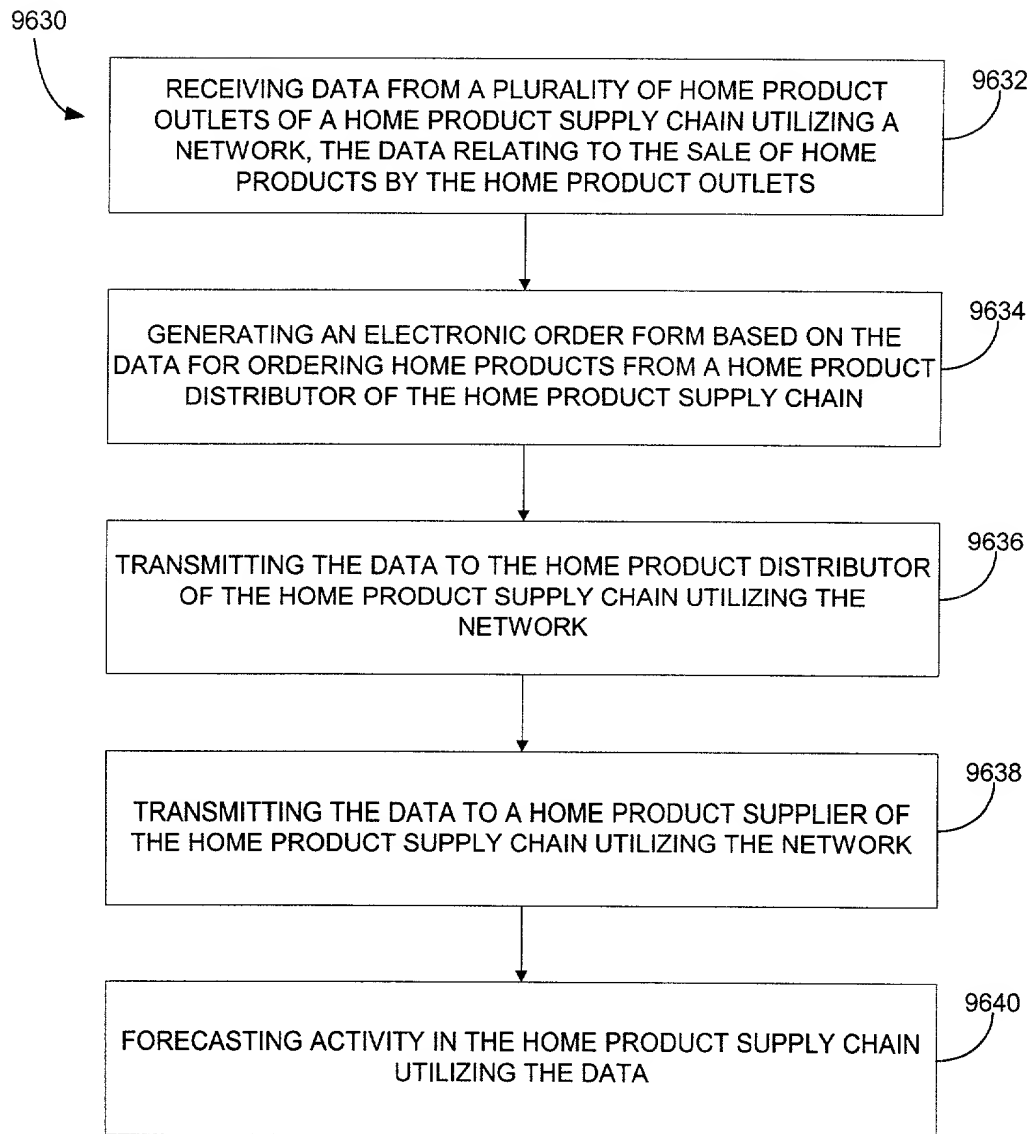
**FIG. 93**



**FIG. 94**

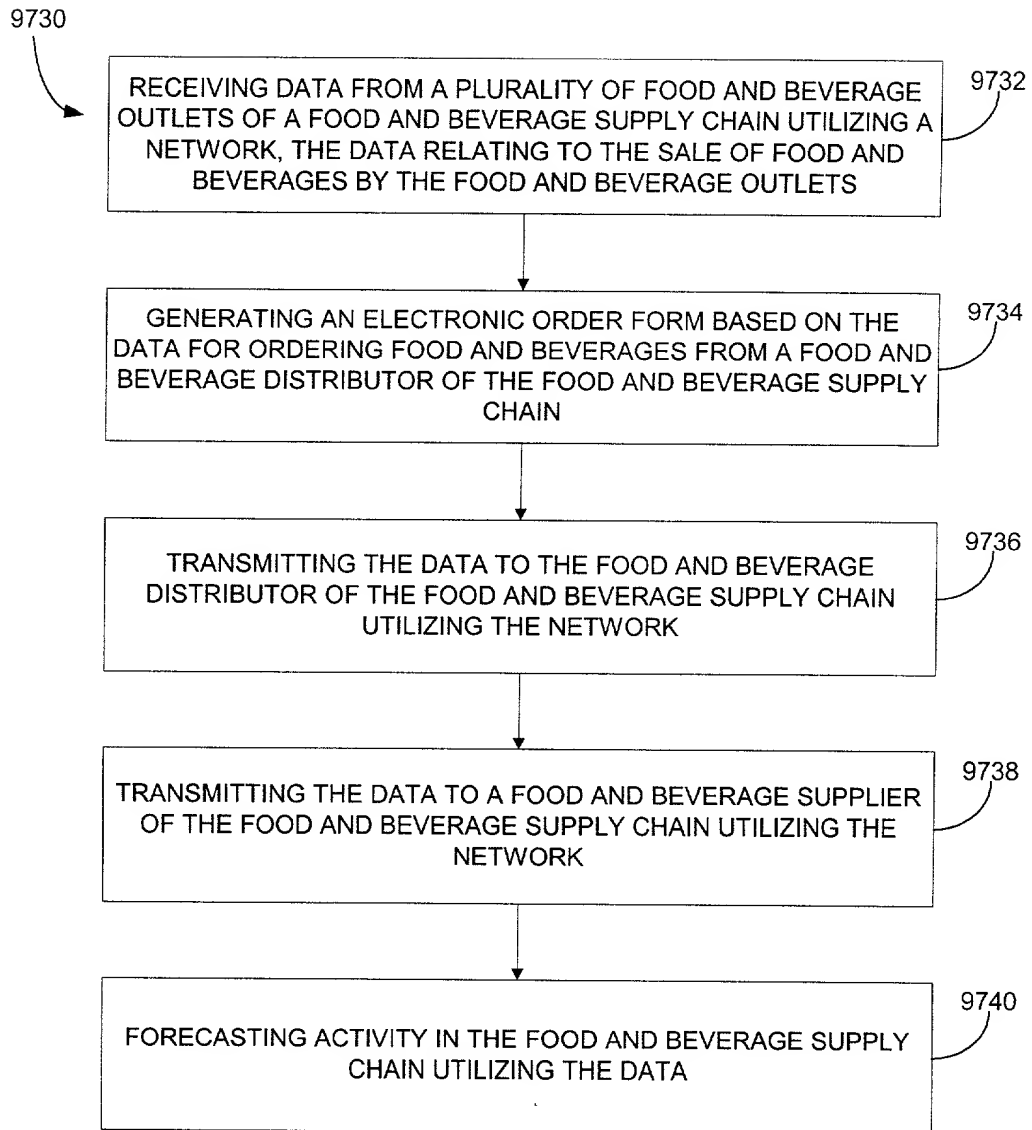


**FIG. 95**

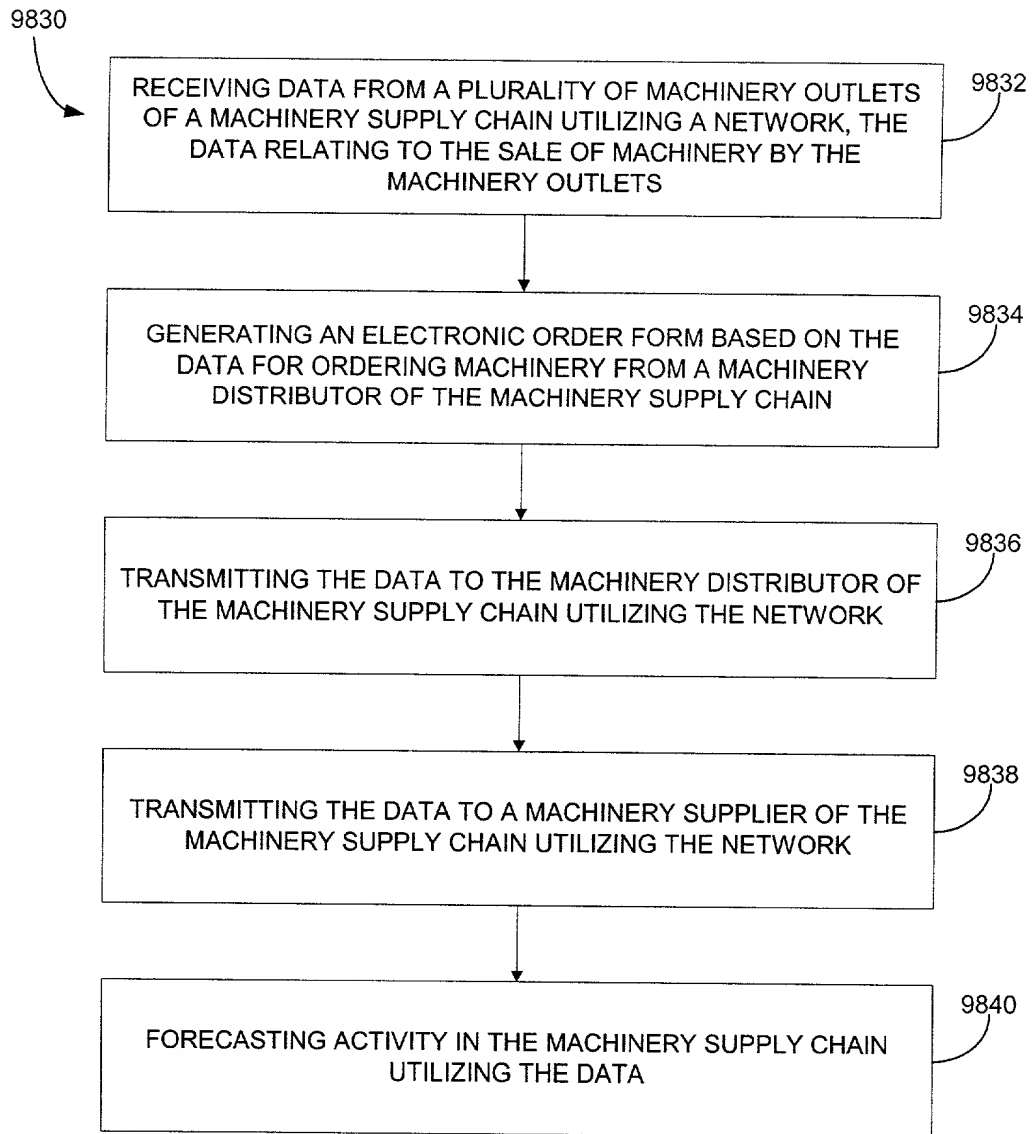


**FIG. 96**

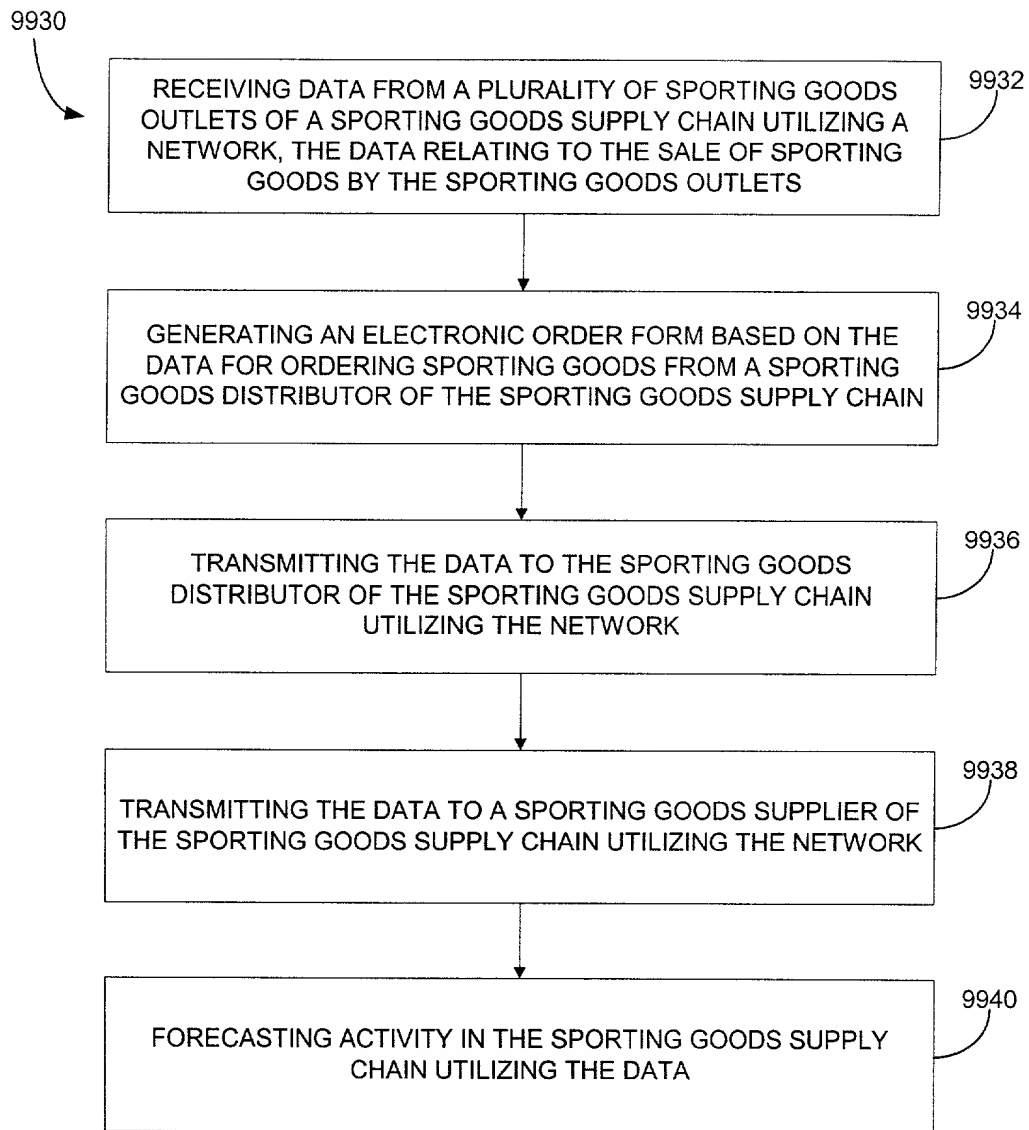




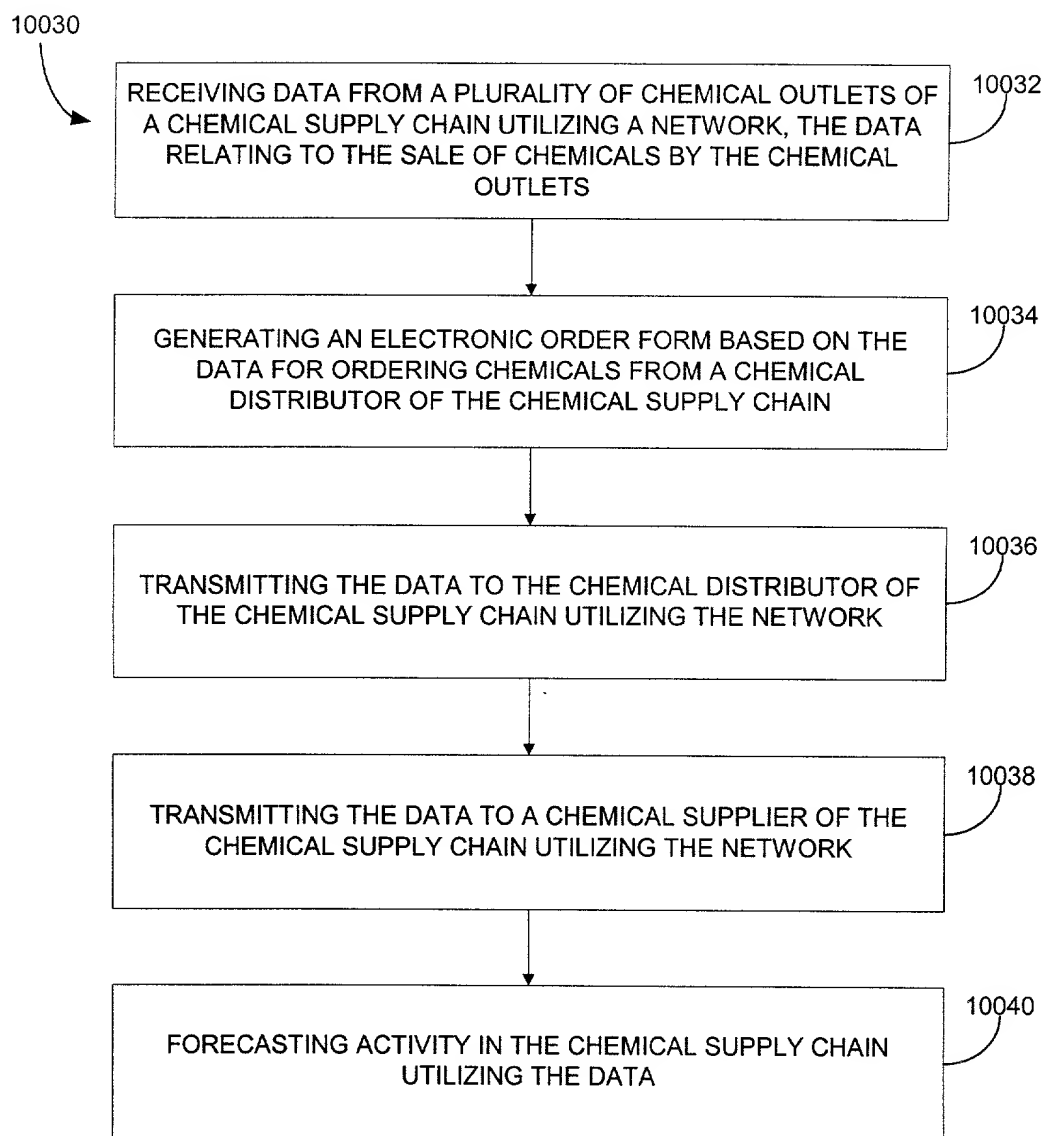
**FIG. 97**



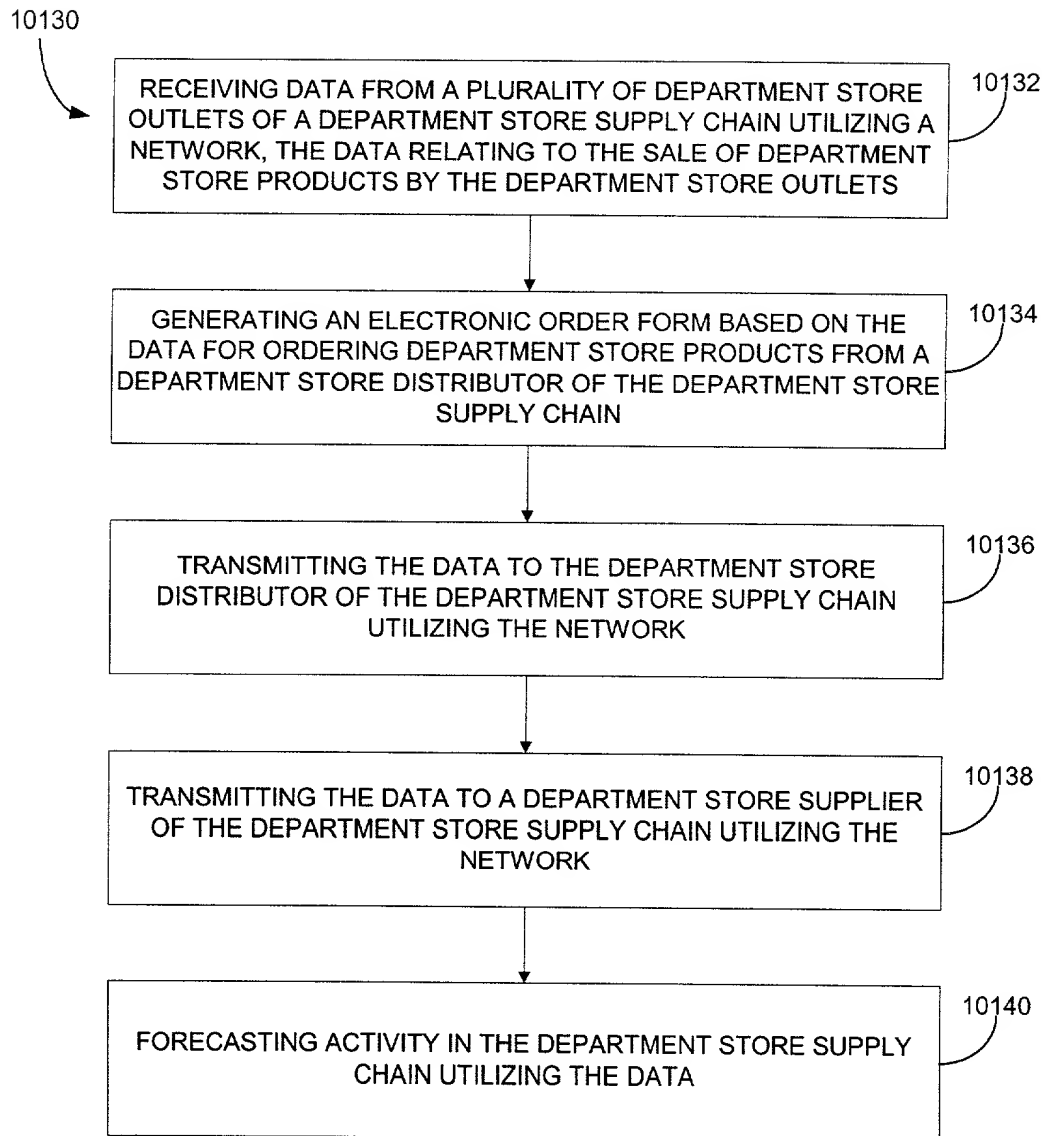
**FIG. 98**



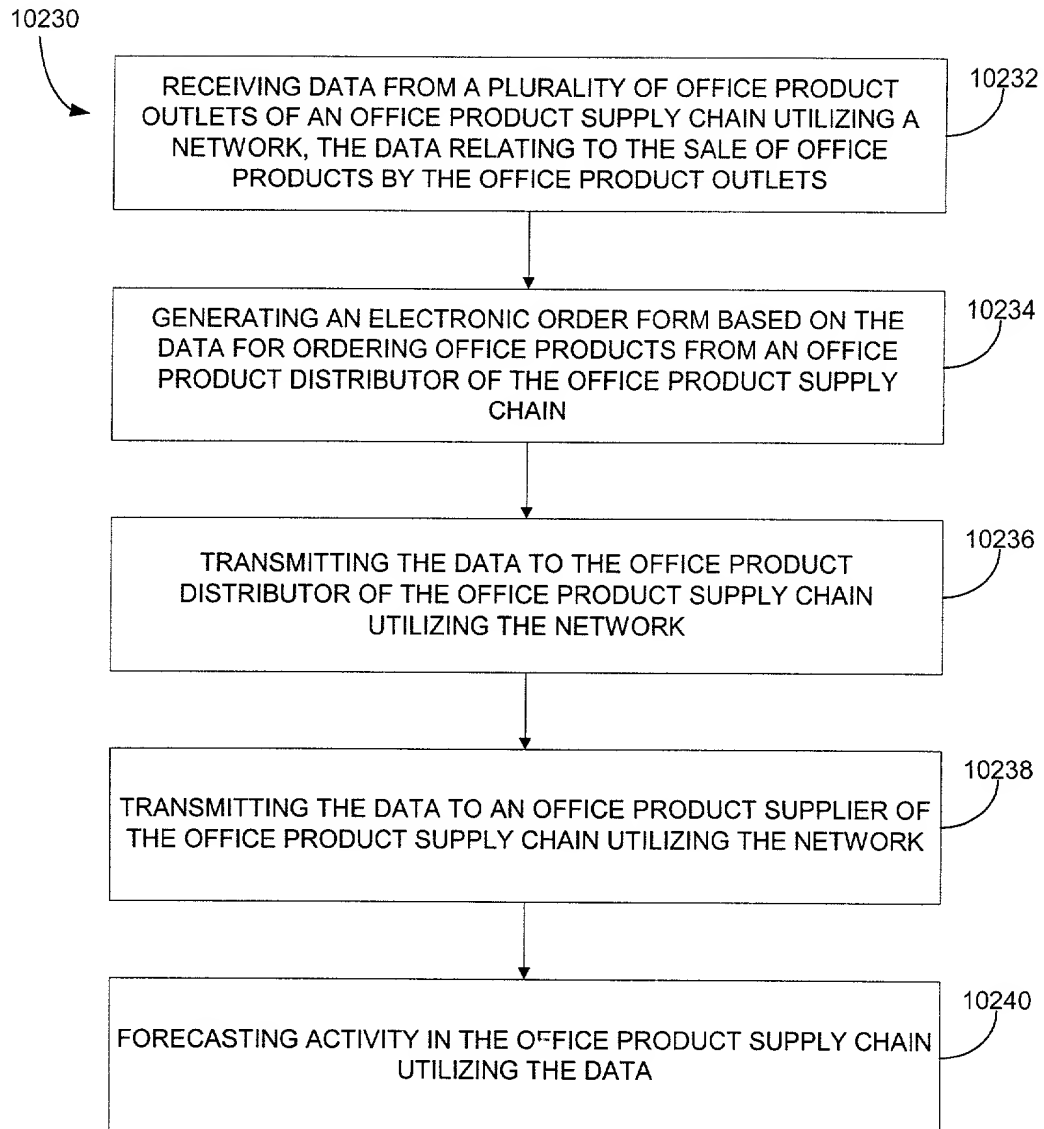
**FIG. 99**



**FIG. 100**

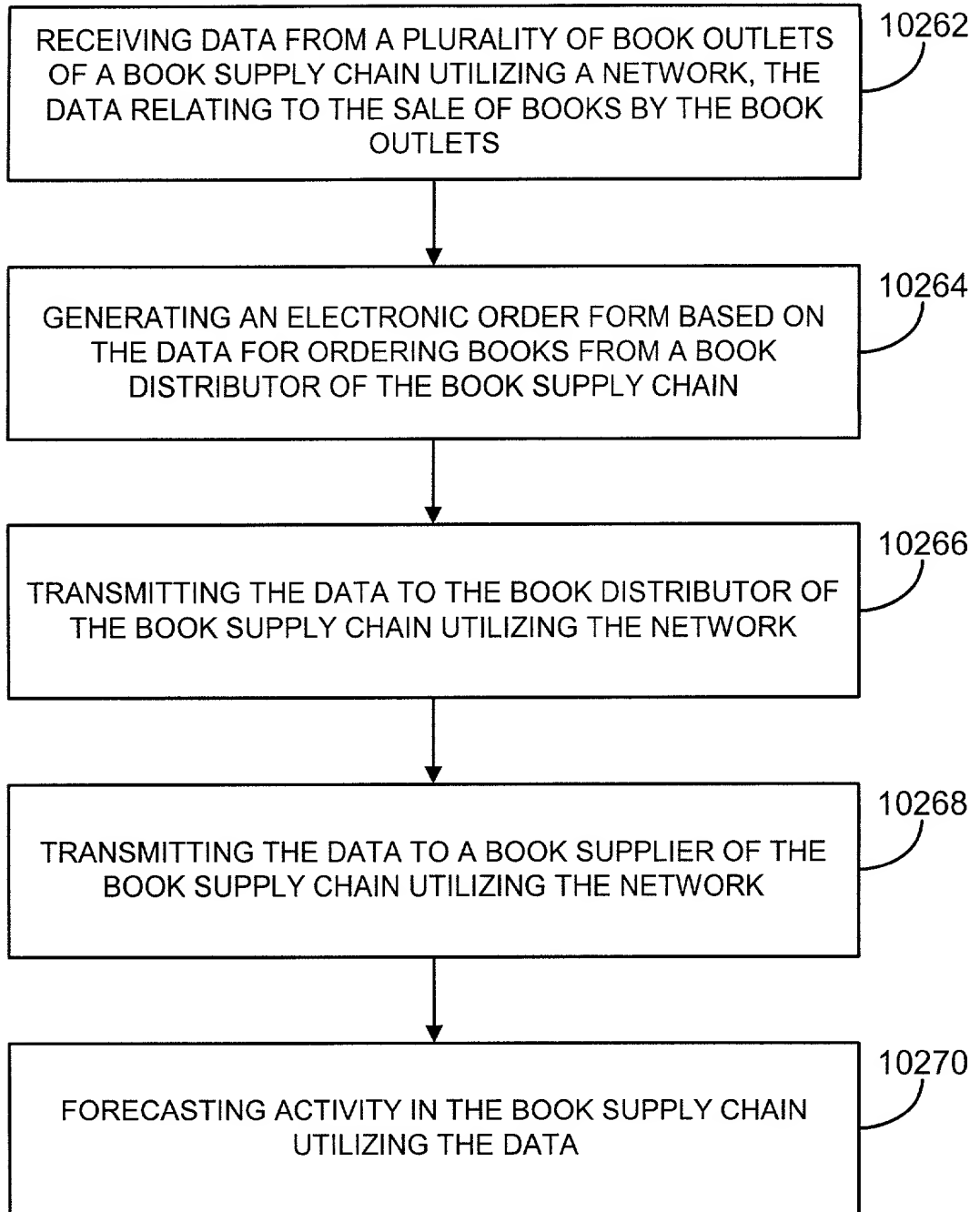


**FIG. 101**

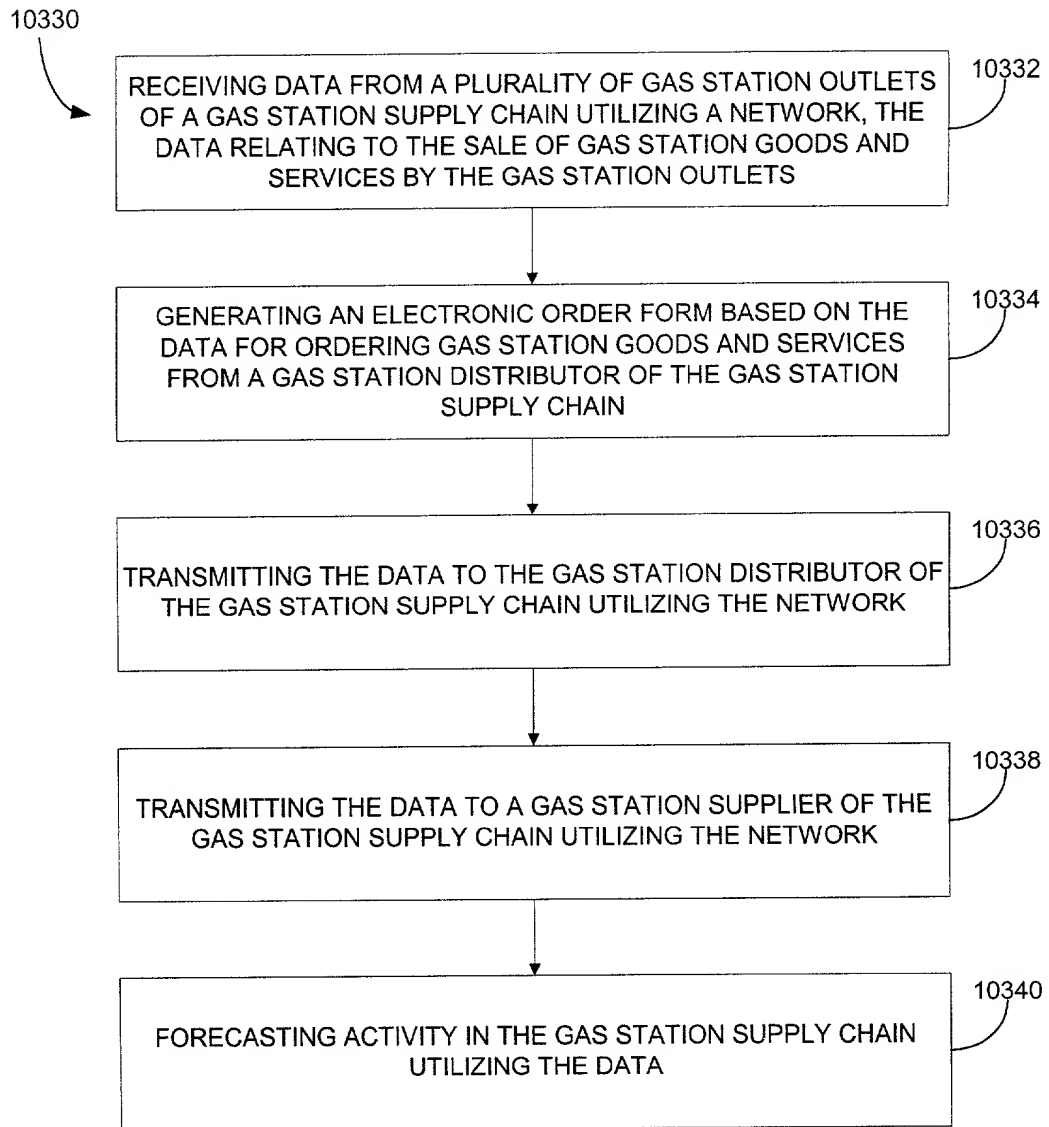


**FIG. 102A**

10260

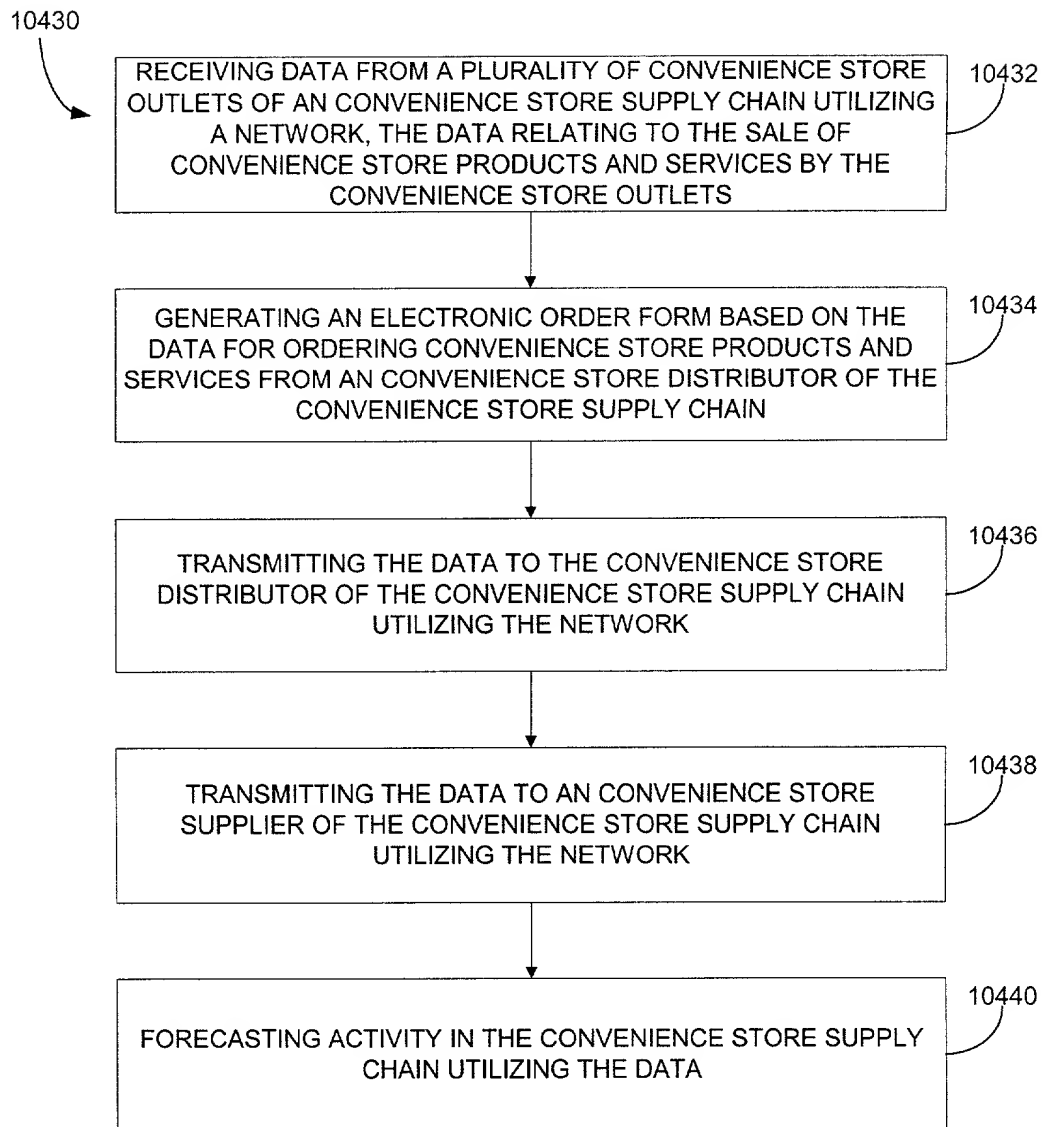


**FIG. 102B**



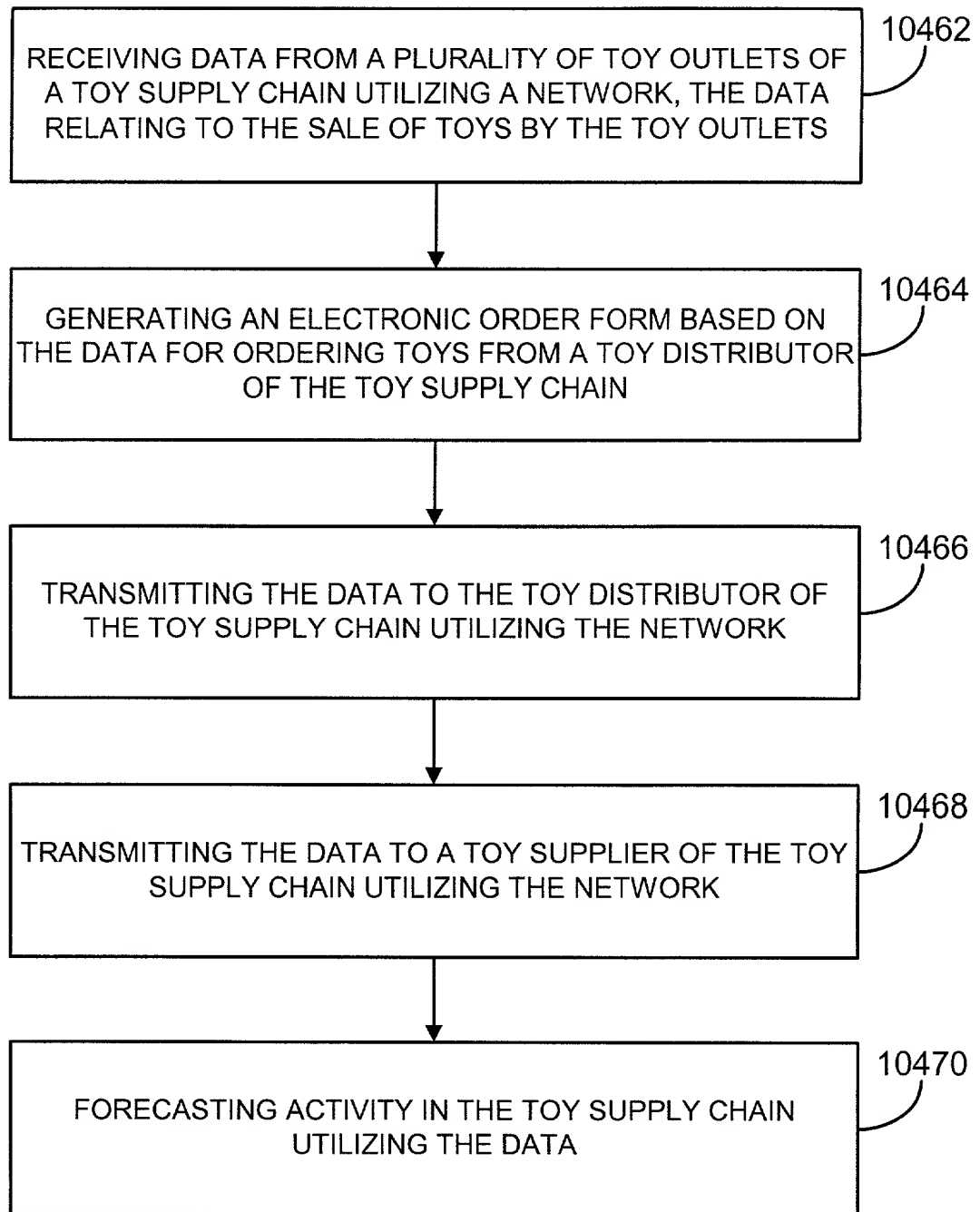
**FIG. 103**



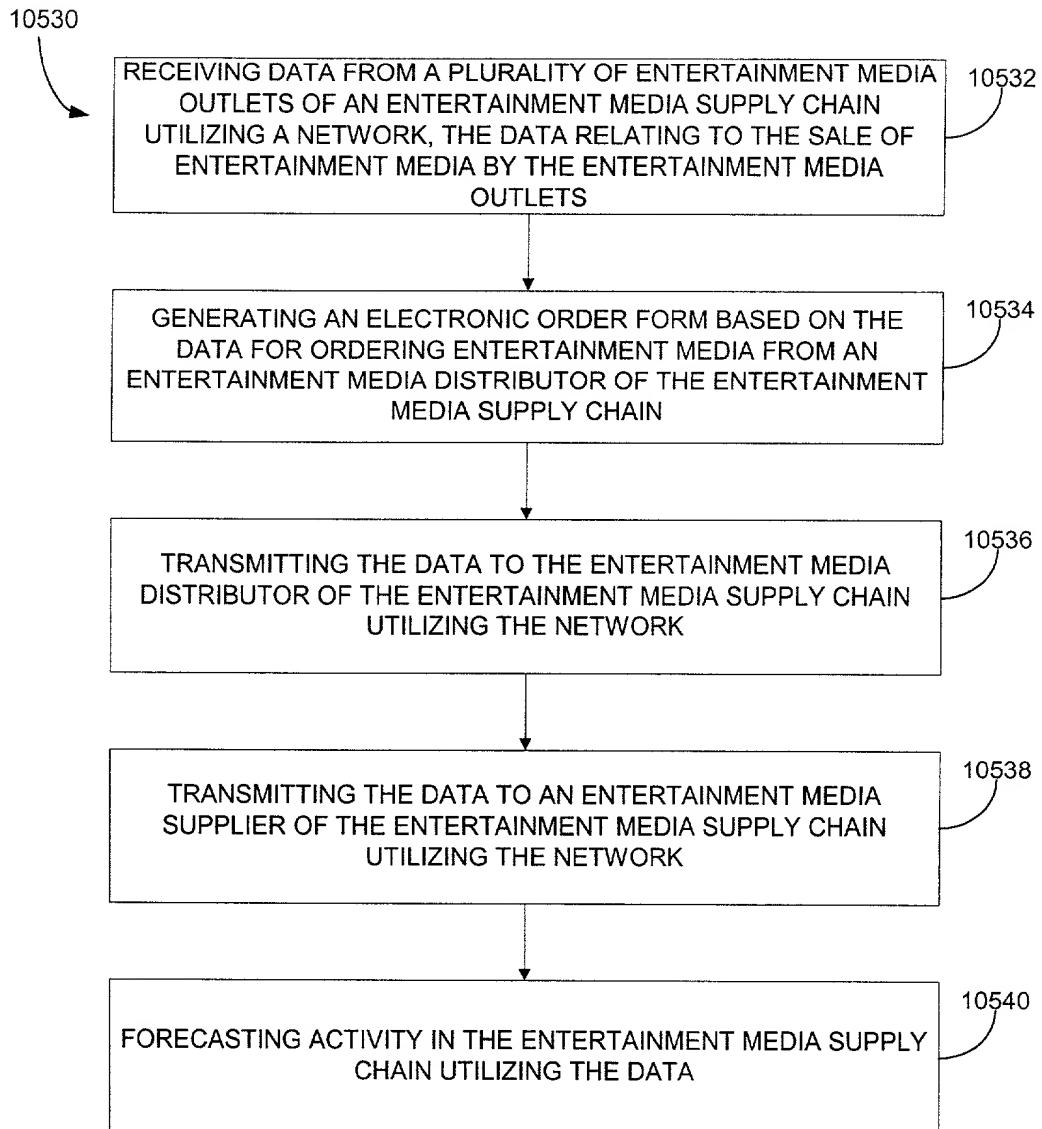


**FIG. 104A**

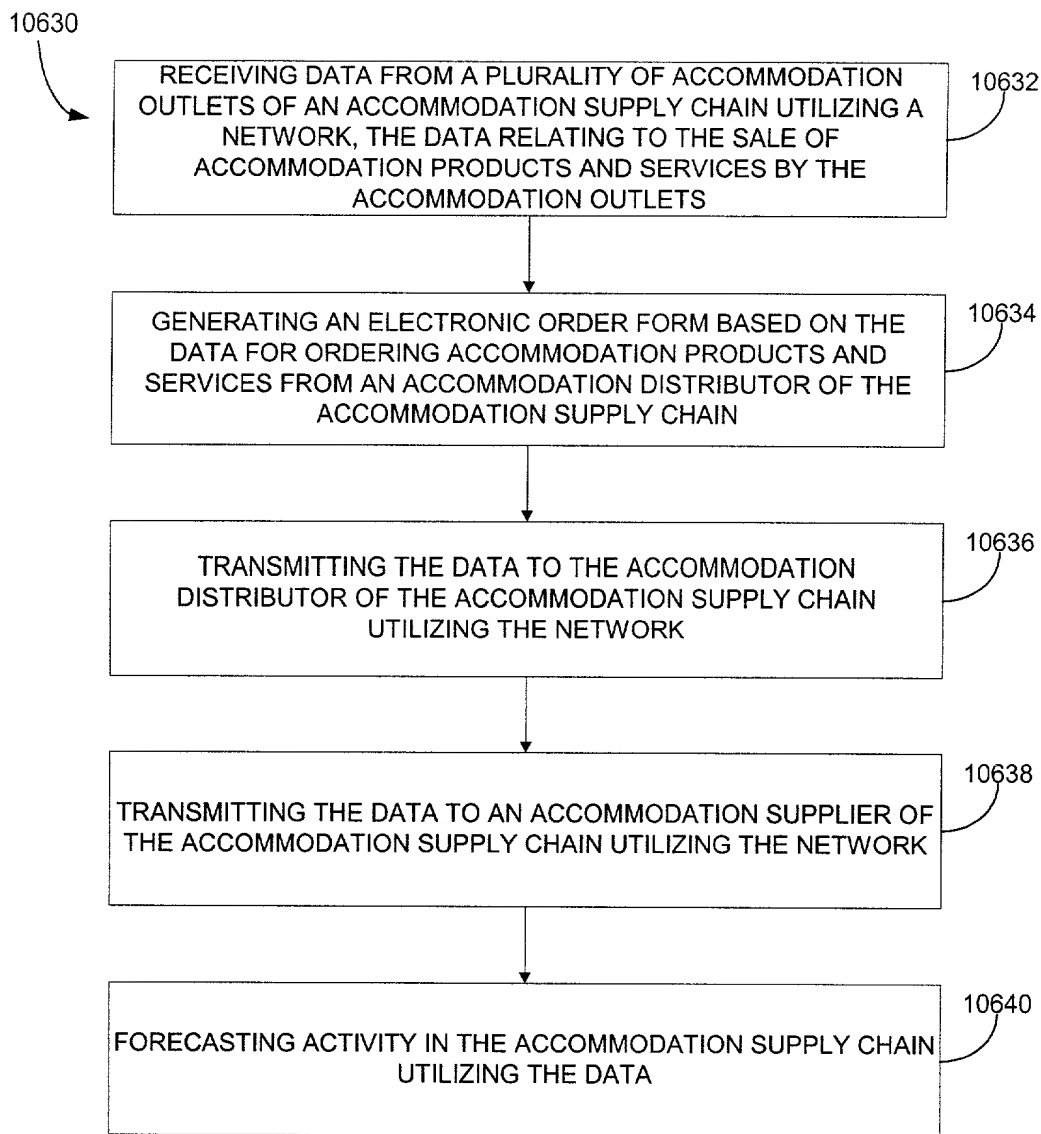
10460



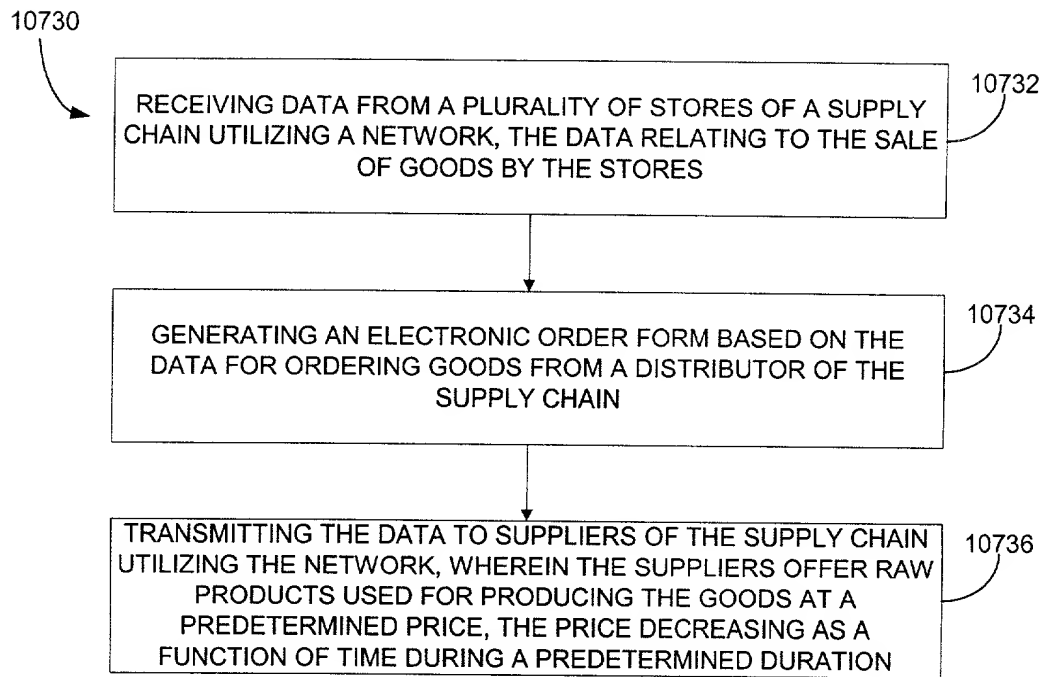
**FIG. 104B**



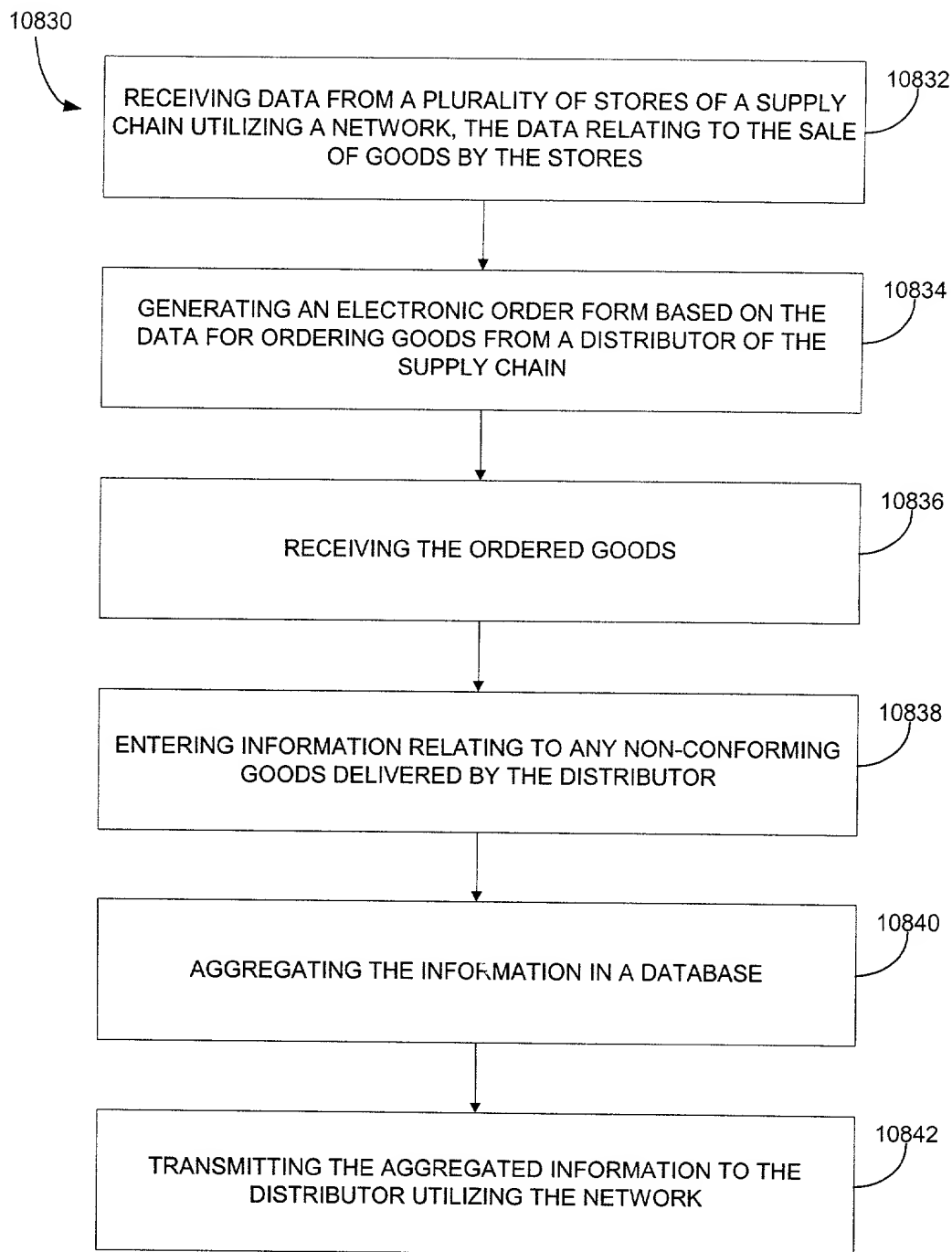
**FIG. 105**



**FIG. 106**

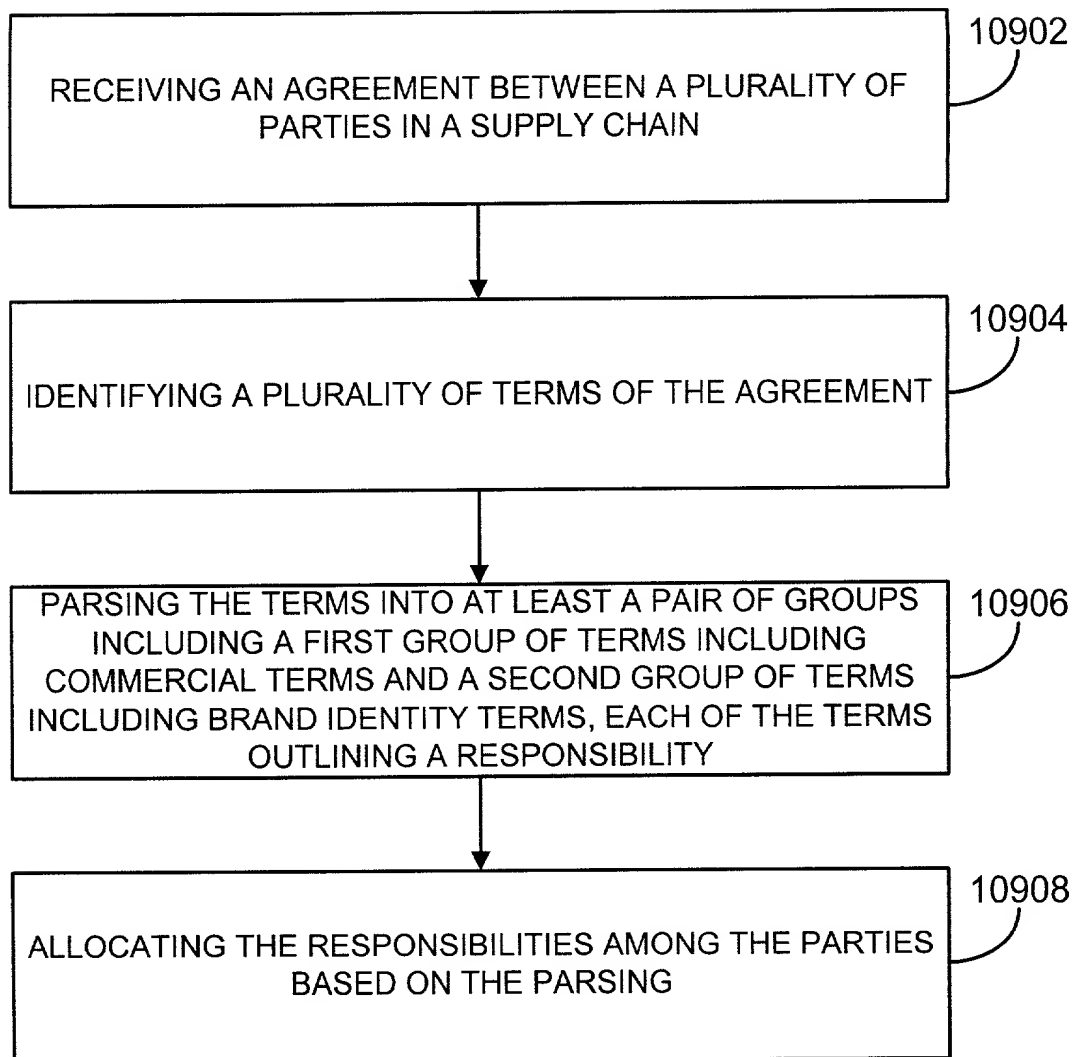


**FIG. 107**



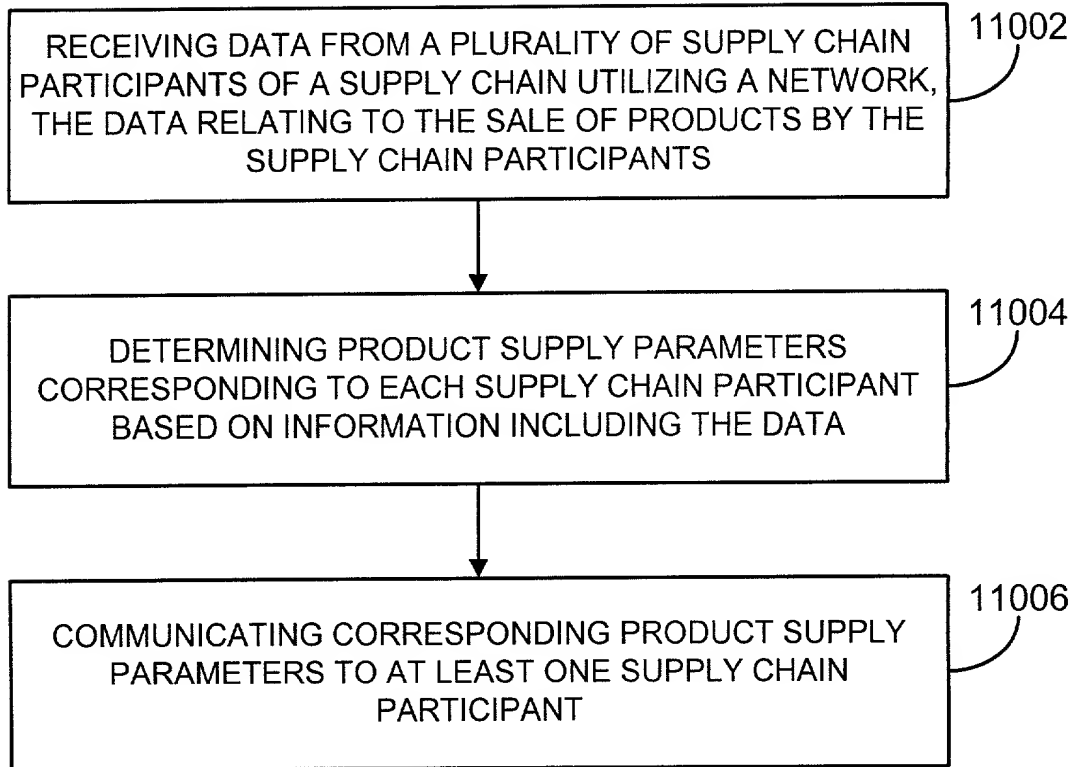
**FIG. 108**

10900



**FIG. 109**

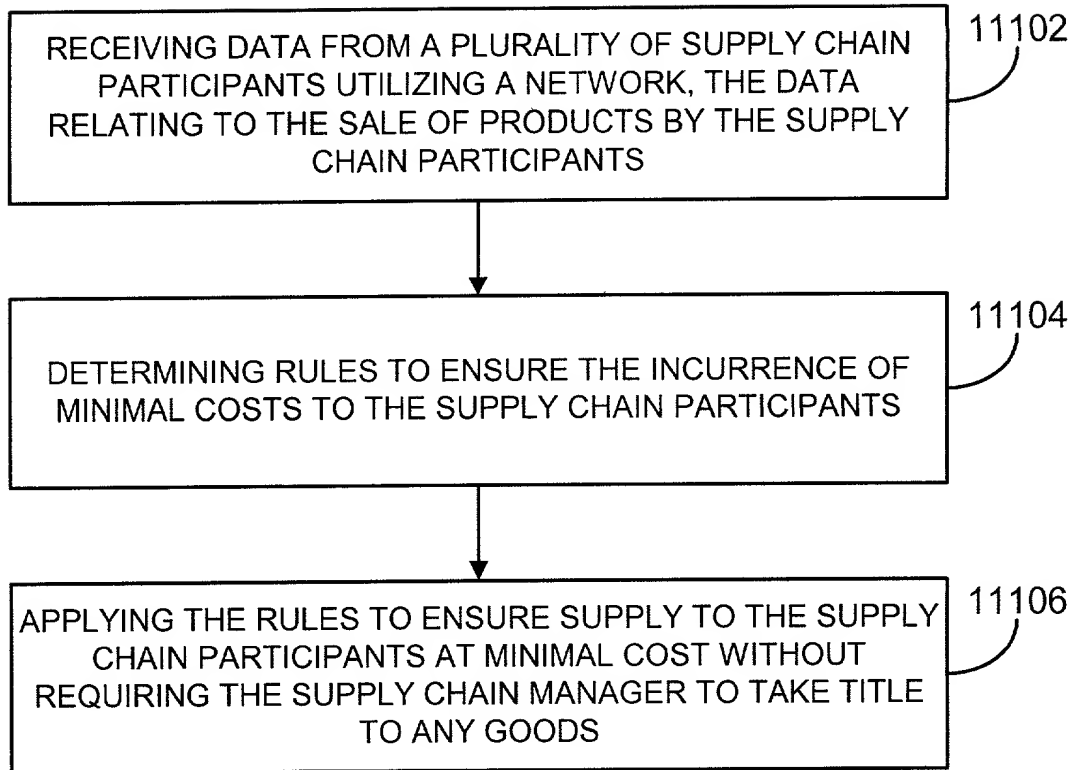
11000



**FIG. 110**

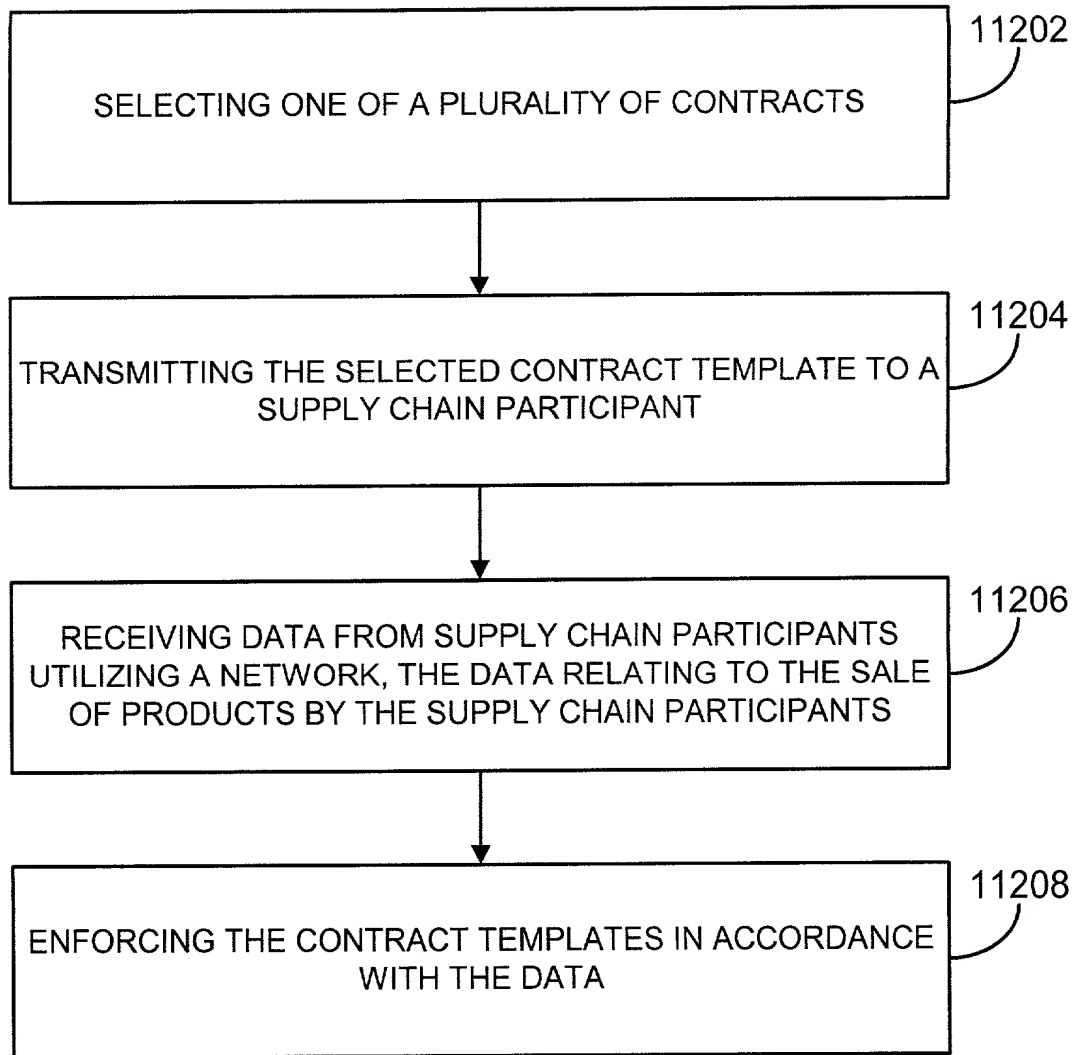


11100



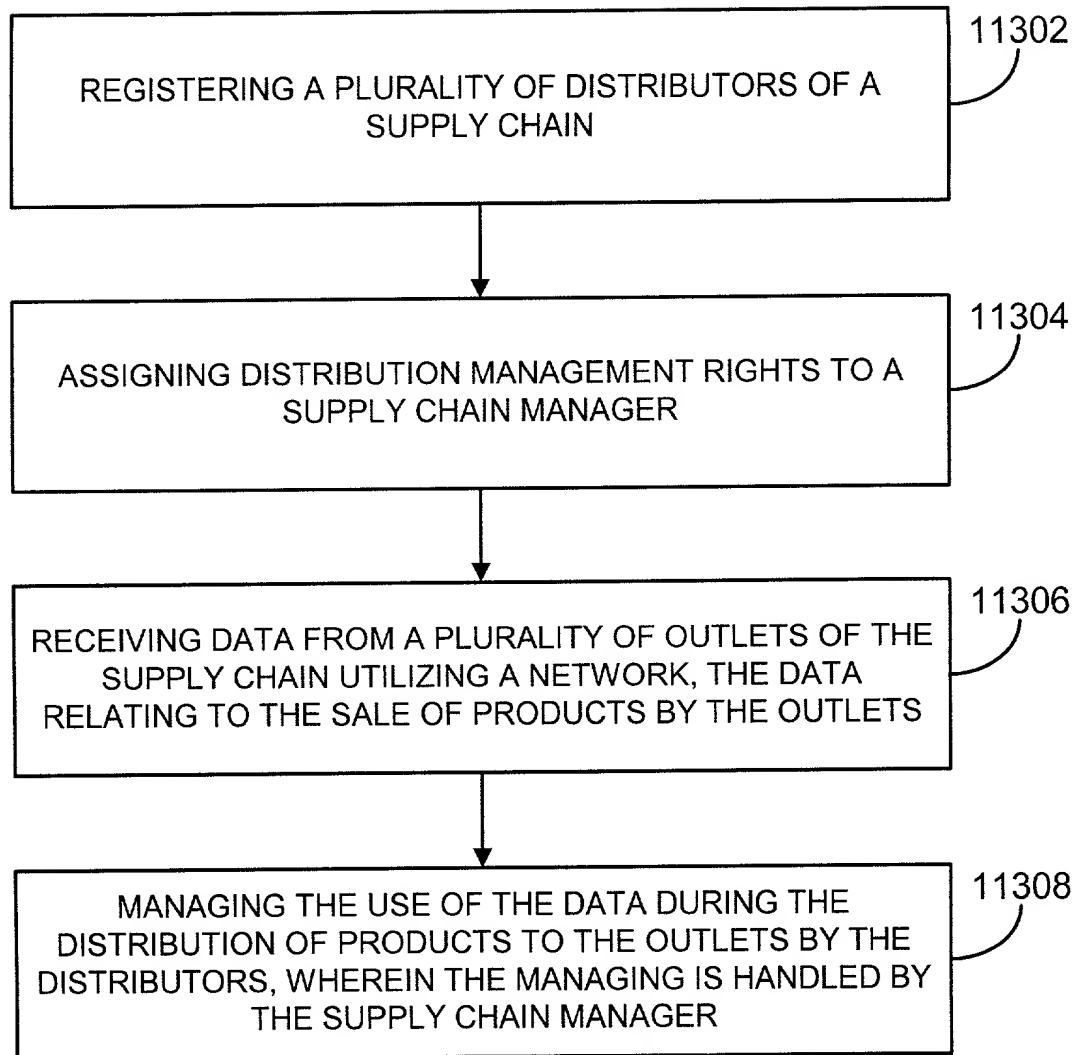
**FIG. 111**

11200



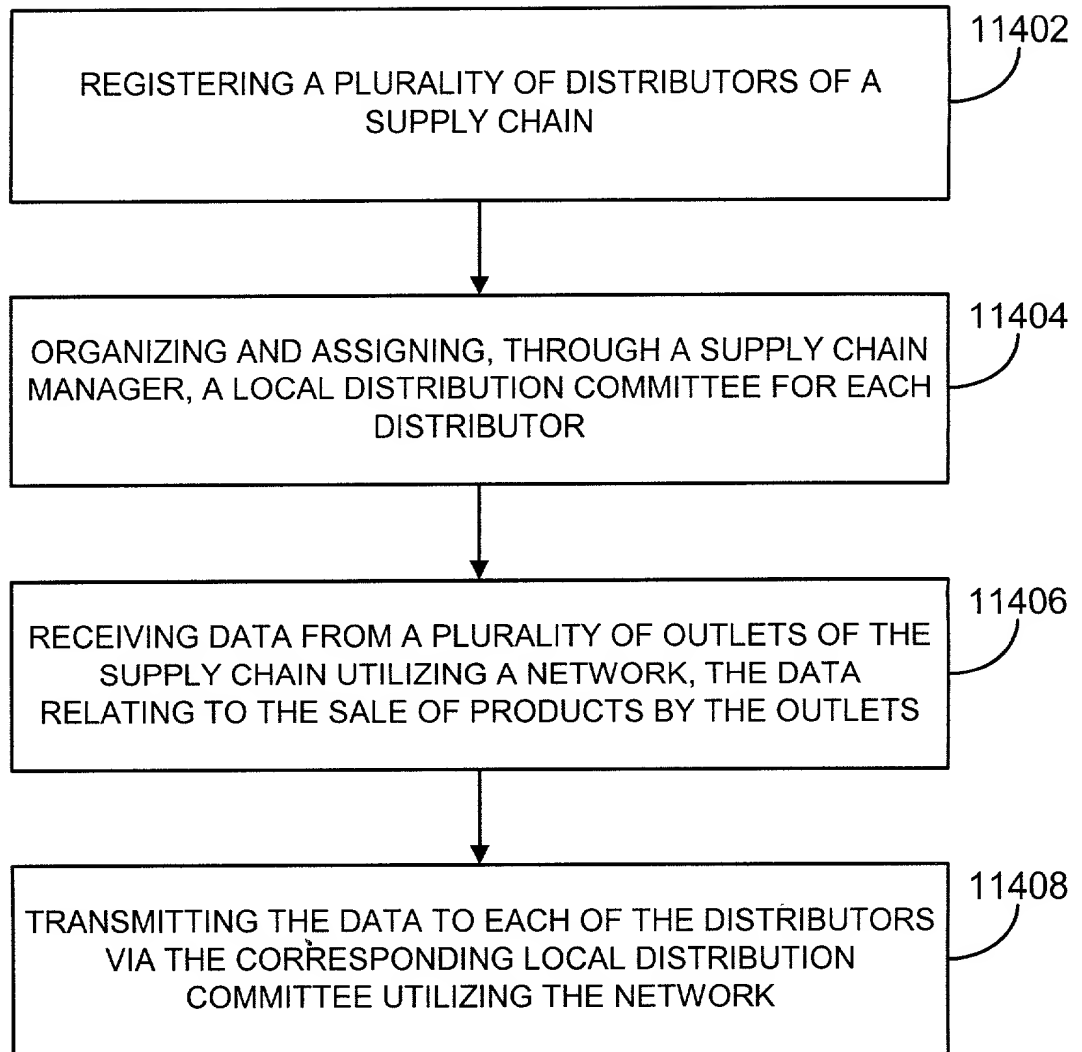
**FIG. 112**

11300



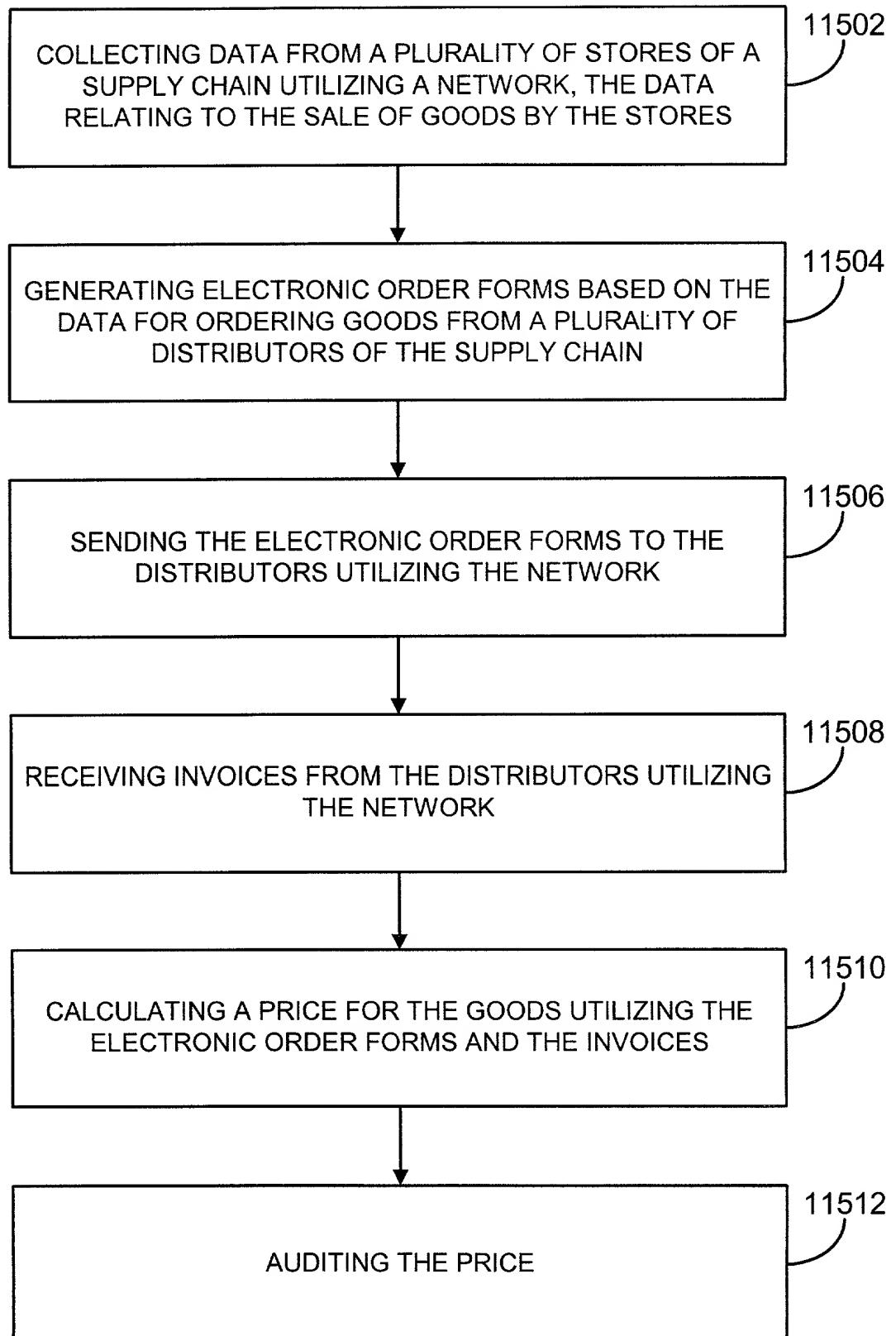
**FIG. 113**

11400



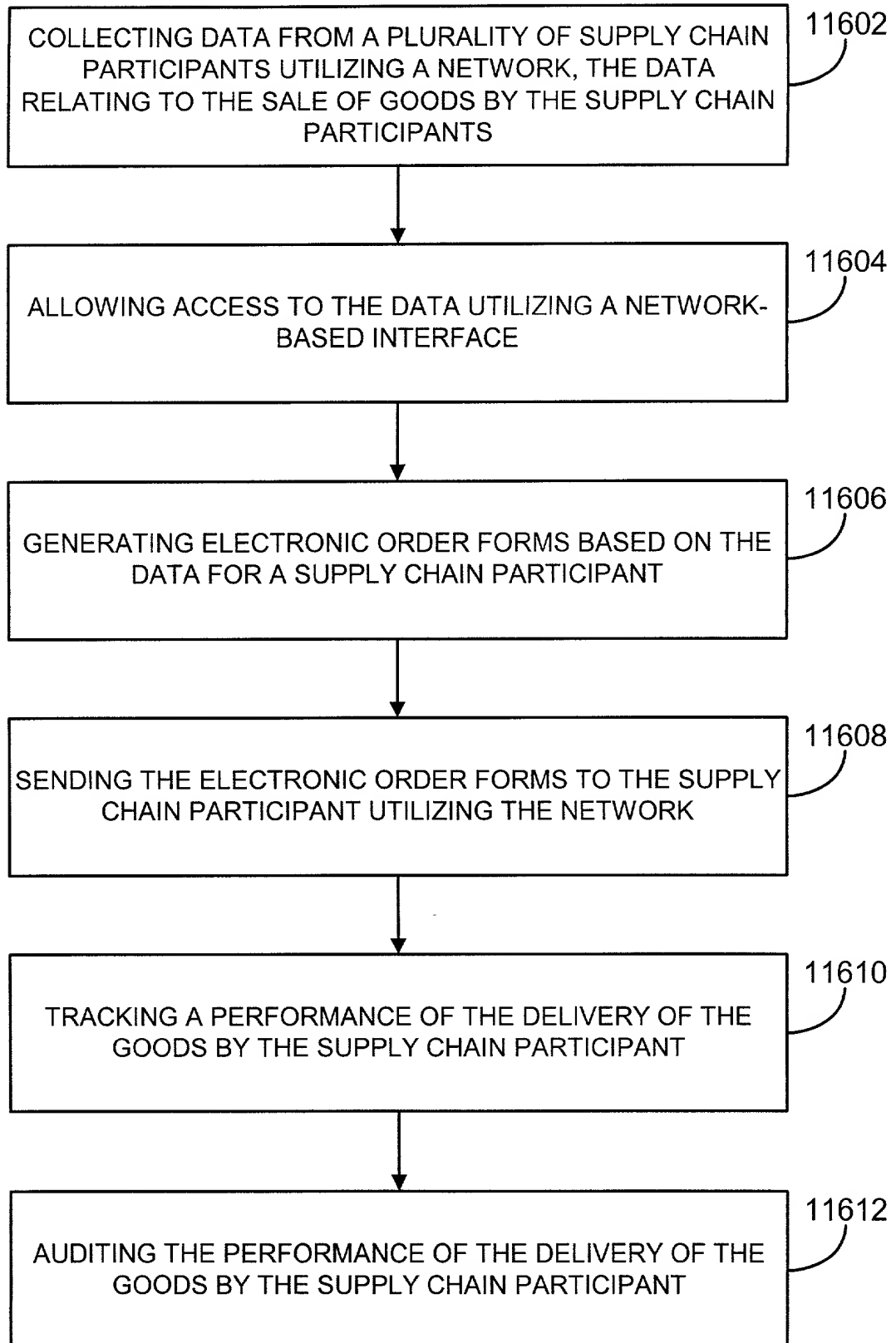
**FIG. 114**

11500



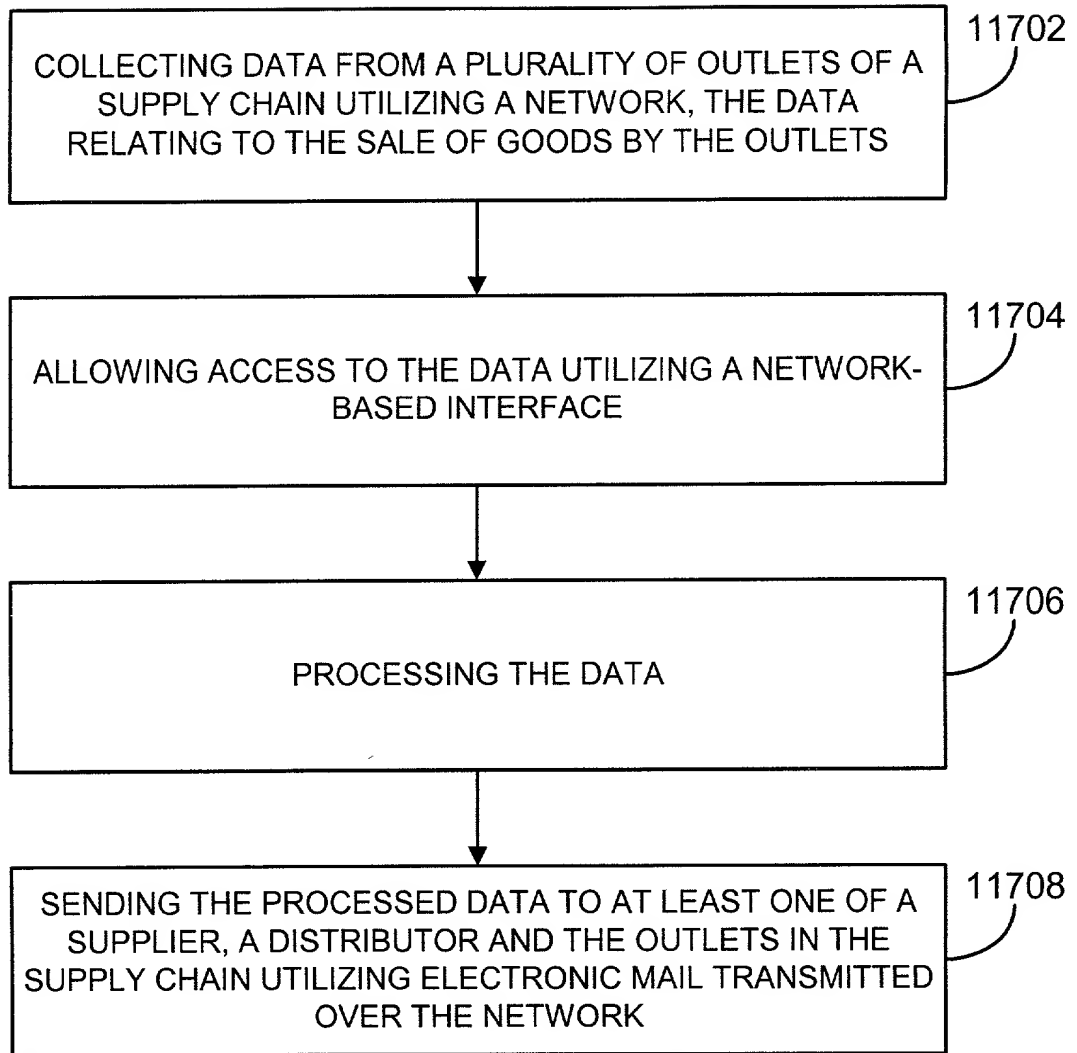
**FIG. 115**

11600



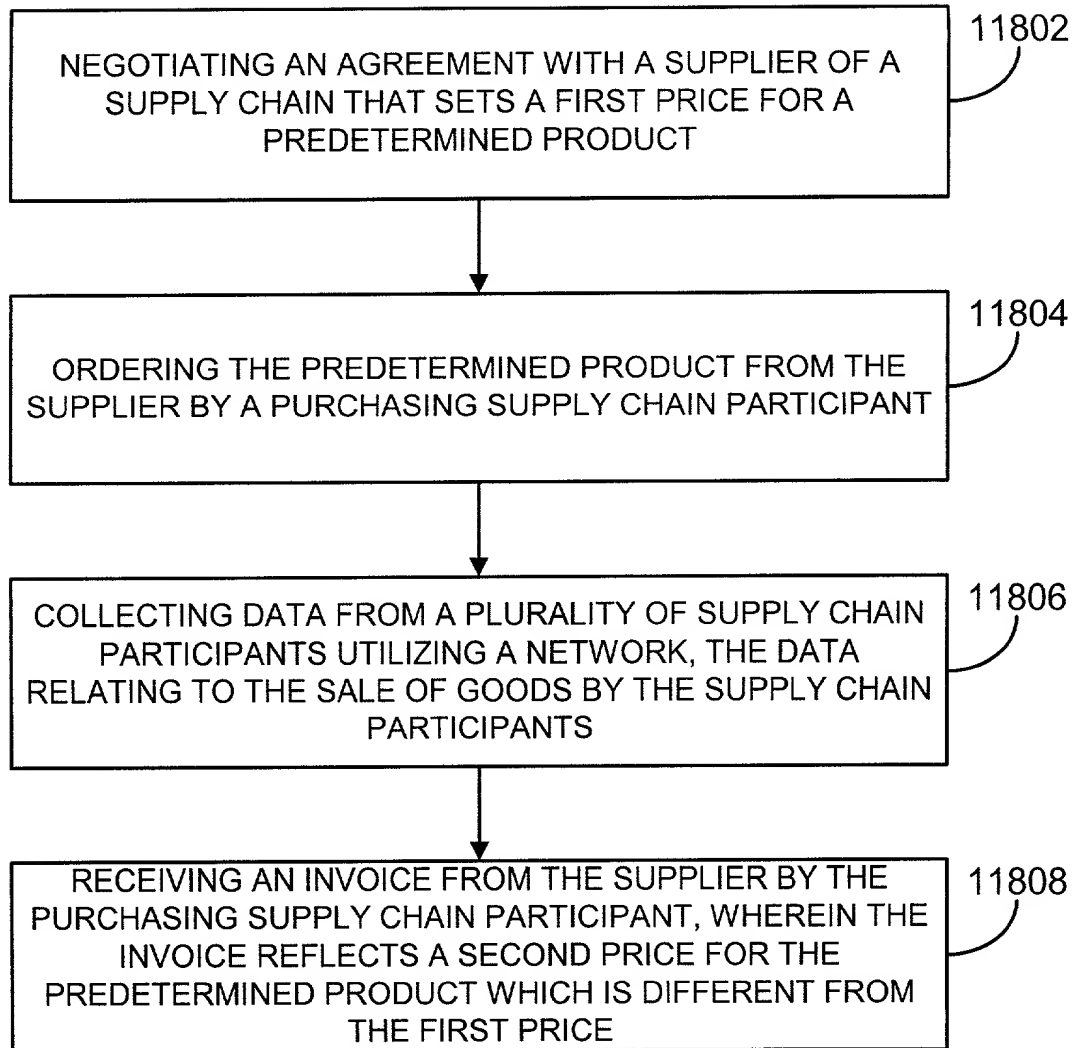
**FIG. 116**

11700



**FIG. 117**

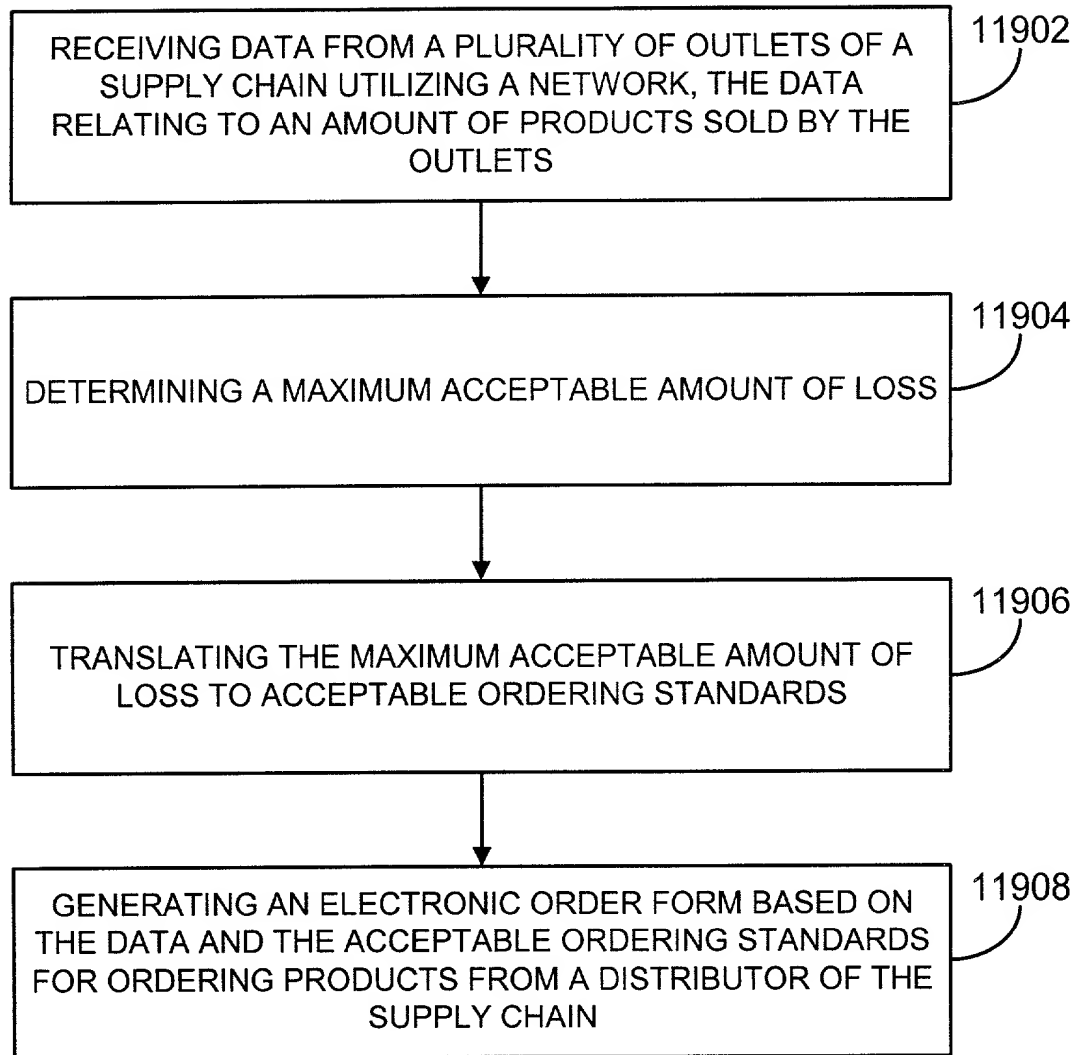
11800



**FIG. 118**

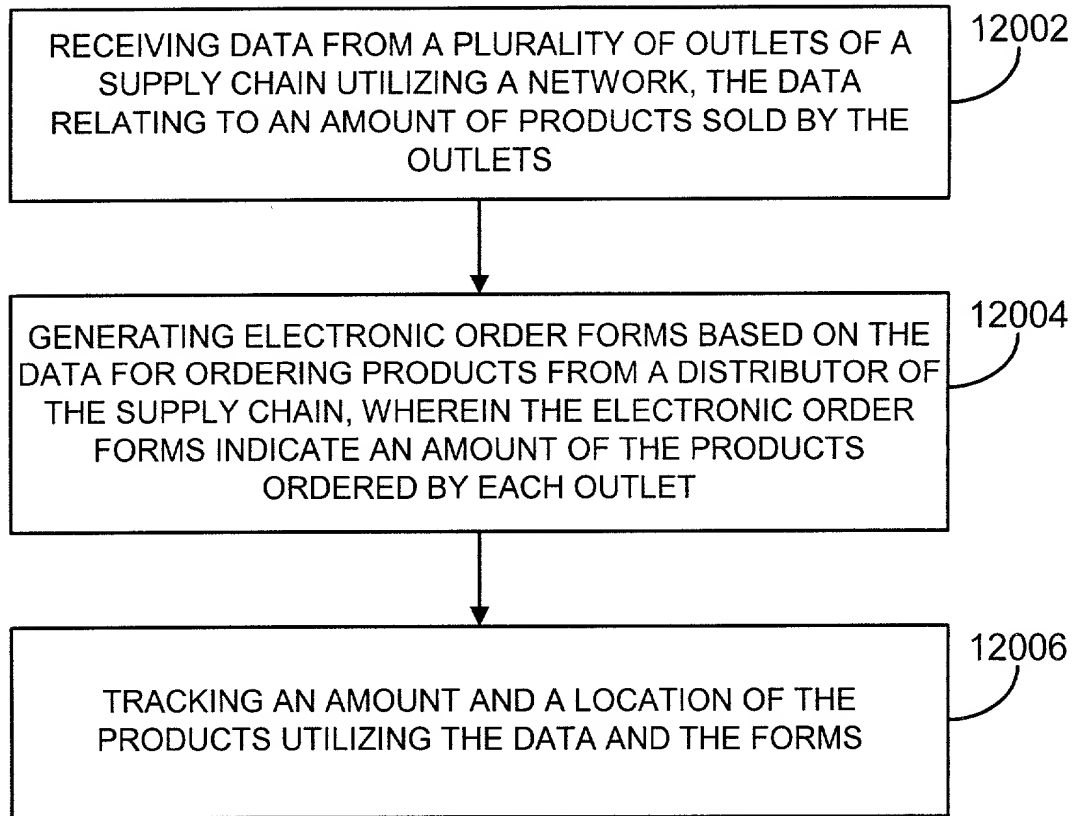


11900



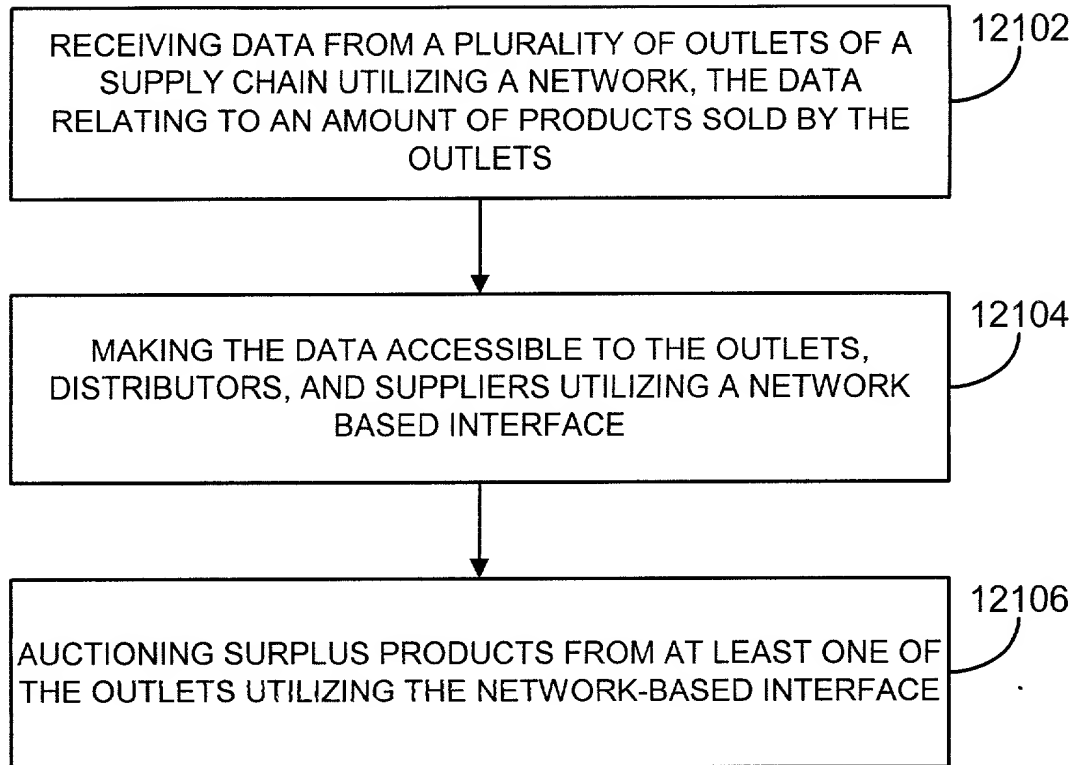
**FIG. 119**

12000



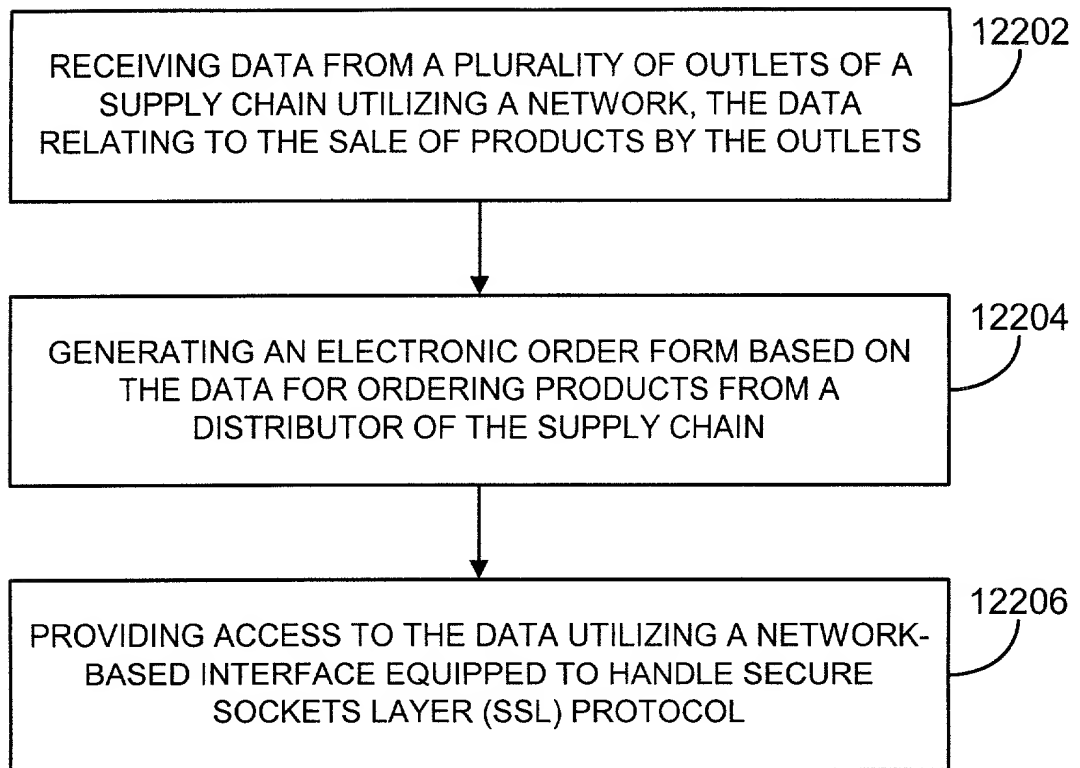
**FIG. 120**

12100



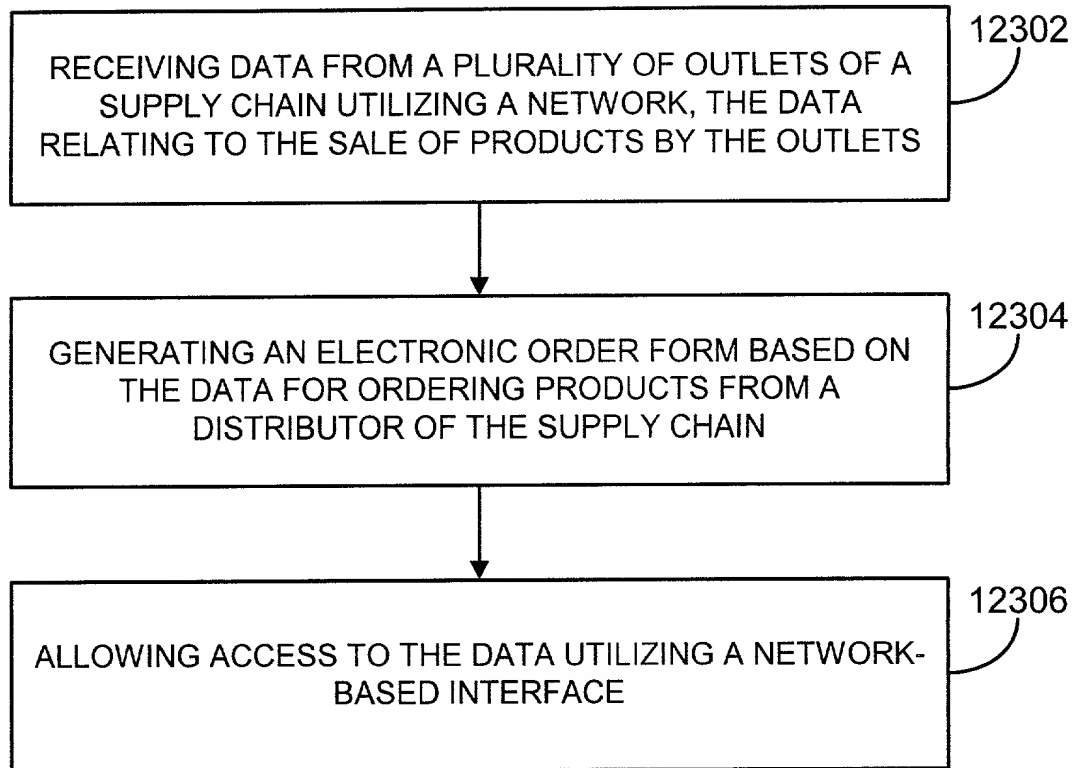
**FIG. 121**

12200



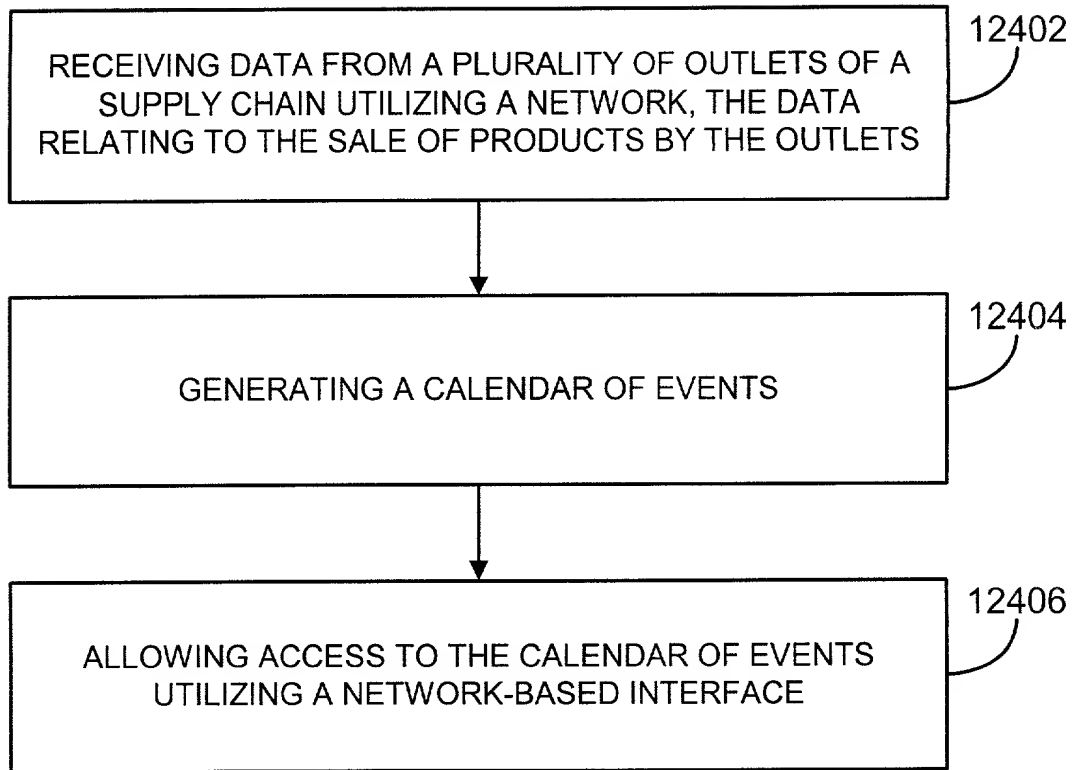
**FIG. 122**

12300



**FIG. 123**

12400



**FIG. 124**

12500

12502

A screenshot of a software interface showing a menu bar with the following items: Supply, Patronage, Sales/Inv, Utilities, and Window. Below the menu bar, a dropdown menu is open, displaying the following options: Supplier..., Supplier Site..., Distributor..., and DC... To the right of the dropdown menu, there are three buttons labeled 'Item', 'Least Cost', and 'Contract'. Below these buttons, there is a section labeled 'Items ...'.

FIG. 125

12600

12602

A screenshot of a software toolbar containing three buttons labeled 'Sort', 'Print', and 'New'.

FIG. 126

12700

12702

A screenshot of a software form with the following fields and controls:
 

- Item Desc:** A text input field.
- Item Number:** A text input field.
- Status Code:** A dropdown menu with 'Active' selected.
- Product Cat Code:** A text input field with a dropdown arrow on the right.
- Item Rank:** A text input field with a dropdown arrow on the right.

FIG. 127

12800

12800



### Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

FIG. 128



12900



FIG. 129

13000

Supplier Item Desc:		Item No:	
Current:	<input checked="" type="radio"/> Yes <input type="radio"/> No	Tie Qty:	
Items per Case:	5000	High Qty:	
Innerpack Contents:	5/1000	Cases Per Pallet:	
Item Size:		Stacking Allowed:	
Case Length:		Universal Product Code:	
Case Width:		Cases Per Truckload:	1350
Case Depth:		Net Weight:	39.00
Case Dimension U/M:	INCH(S)	Gross Weight:	39.00
Item Cube:	0.95 CUBIC FEET	Weight U/M:	POUND(S)
Item Shelf Life:		Bar Code:	

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

<b>Site Information</b>	<b>Site Id:</b> 17355	<b>Site Role:</b> <i>FOB Shipping Point</i>
<b>Site Name:</b>	TYSON FOODS - NEW HOLLAND, PA	

13102

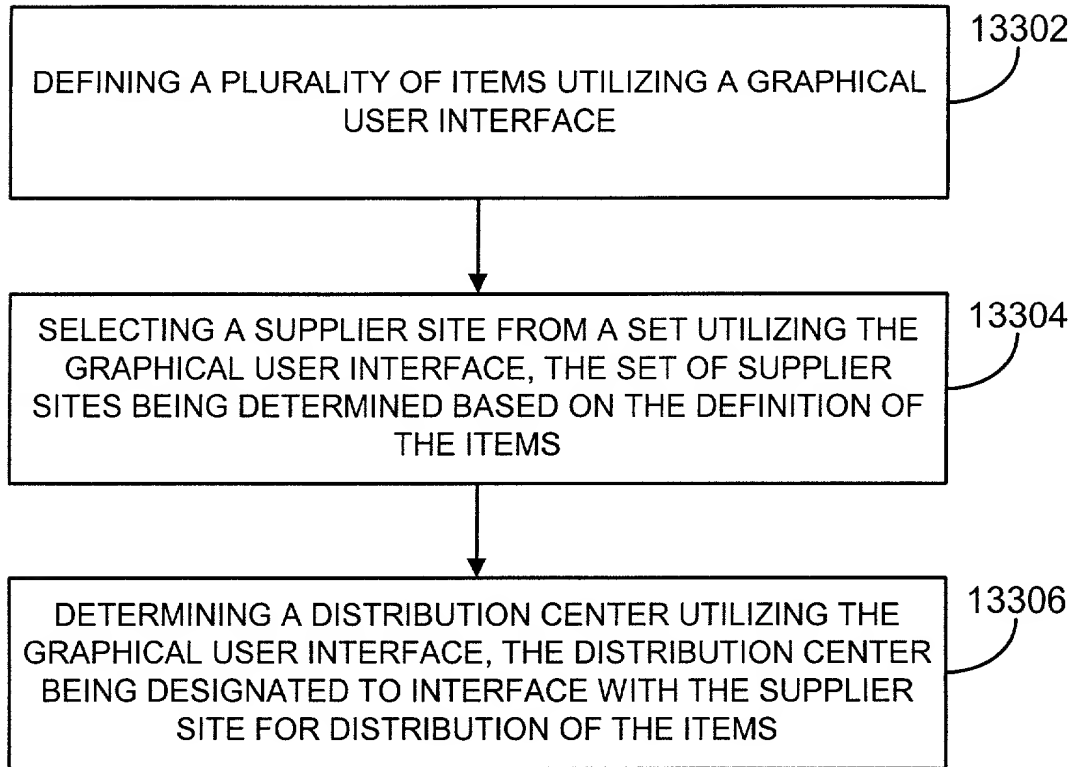
FIG. 131

13200

<b>Site Information</b>	<b>Site Id:</b> 16	<b>FOB Shipping Point</b>
<b>Name:</b>	AMERISERVE-FARMINGDALE, NY	<b>Railroad Name:</b>
<b>Status:</b>	Active	<b>Rail Sidings:</b>

FIG. 132

13300



**FIG. 133**

13400

Item:	WRAP-BACON DOUBLE CHEESEBURGER DELUXE	Begin:	7/1/96	End:	9/1/96	Final:	
Override Rules:	<input type="radio"/> Yes <input checked="" type="radio"/> No	Apply By:	Cell				

FIG. 134

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, N	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

FIG. 136

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

FIG. 137

13800



FIG. 138

13900

Min Ordr	UM	Slip	Deliv.
1	TRUCKLOAD(S)	Pallet	
1	TRUCKLOAD(S)	Pallet	

FIG. 139

14000

Carrier	Stated Vol
Truck	83,600
Truck	215,040

FIG. 140

14200



FIG. 142

14100

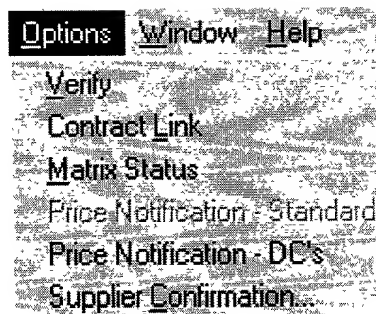


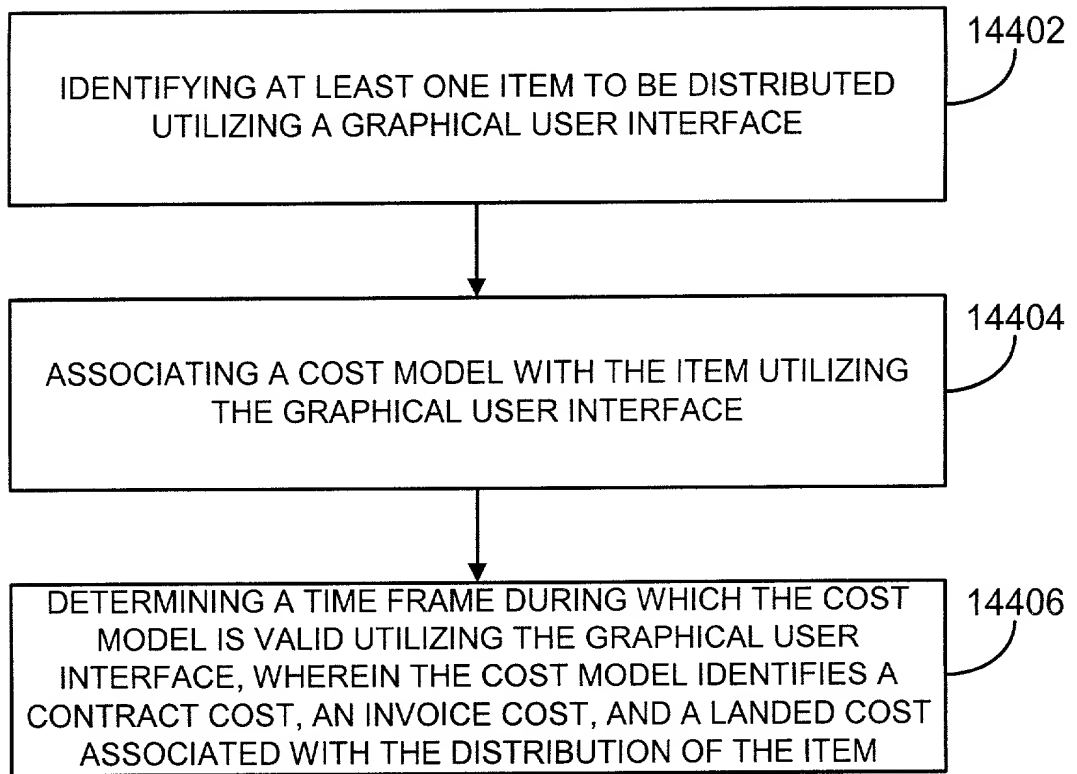
FIG. 141

14300

Cost	Edit / View ...	F3
Commodities	New (using previous matrix) ...	F4
Vendor Rating	New (build matrix) ...	F5
Contact Management	Multi Item Price Notification ...	

FIG. 143

14400



**FIG. 144**

14500



FIG. 145

14600

Contract ID: 673 - TYSON FOODS  
Initial Buyer Name: Jamie Hersh Current Buyer Name: Chris Stainton

FIG. 146

14700

Contract Start Date: 05/15/98  
Contract End Date: 12/31/02  
Execution Date: 5/15/98  
Effective: Shipment Date  
Payment Terms: Net 10

FIG. 147

14800



FIG. 148

14900



FIG. 149

15000



FIG. 150

15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF WHOPPER 4.0 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF WHOPPER JR 2.8 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date

FIG. 151

15200

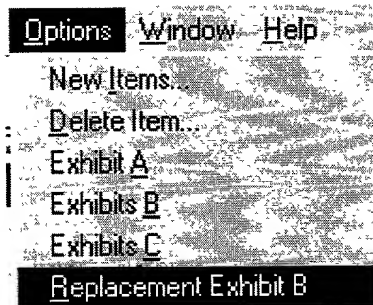


FIG. 152

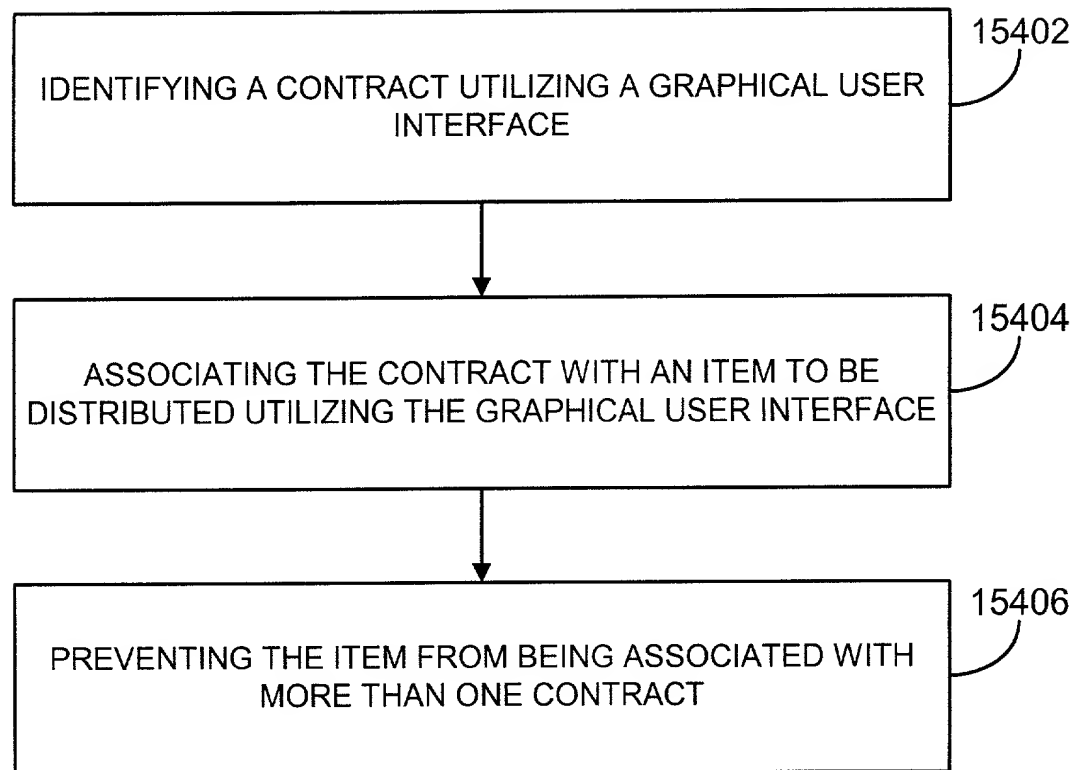
15300



FIG. 153



15400



**FIG. 154**

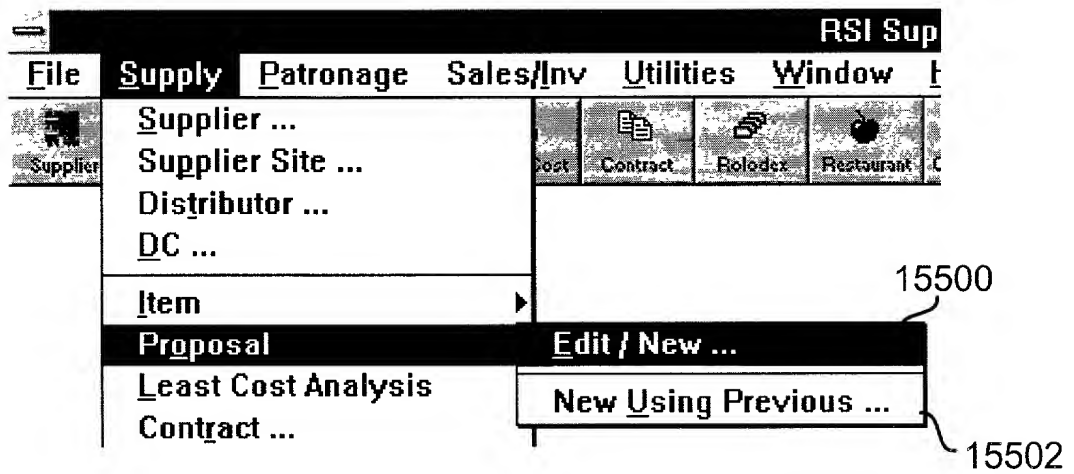


FIG. 155

15600



Proposal - Foam Hot Cups & Polystyrene Lids		
<b>Main Info</b>	Items	Suppliers
DCs	FQB Price	DC/Rest
Usage	Templates	View Bid
<b>Proposal Information</b>		
<b>Proposal ID:</b>	t021	
<b>Proposal Due Date:</b>	06/12/97	
<b>Proposal Name:</b>	Foam Hot Cups & Polystyrene Lids	
<b>Contract Begin Date:</b>	07/01/97	
<b>Buyer Name:</b>	Dennis Clabby	
<b>Contract End Date:</b>	06/30/98	
<b>Actions</b>		
#	Date	Action Description
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup

FIG. 156

15600

15700



FIG. 157

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | **Items** | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | View Bid

Search Query Reset

Query Values

Item Description	
CUP-HOT	

2 Rows Selected

Item Description
LID-HOT 12/16 OZ (DRY)
LID-HOT 8 OZ (DRY)

> >> << <

FIG. 158

15800

**Proposal - Foam Hot Cups & Polystyrene Lids**

Main Info | **Items** | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Recreate Bid

Search Query Reset

6 Rows Found 5 Rows Selected

Item Description		Item Description
CUP-HOT 12 OZ (PAPER)	DRY	CLIP-HOT 12 OZ (DRY)
CLIP-HOT 16 OZ (PAPER)	DRY	CLIP-HOT 16 OZ (500 CT) (DRY)
CLIP-HOT 8 OZ (PAPER)	DRY	CLIP-HOT 8 OZ (DRY)
		LID-HOT 12/16 OZ (DRY)
		LID-HOT 8 OZ (DRY)

15902

15904

15906

15908

FIG. 159

16000

Main Info | Items | Suppliers | DCs | **FOB Price** | DC/Rest | Usage | Templates | Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

Item Description	FOB Price Component
MAYO-BULK	Mayonaisse Components
	(None Selected)
	Generic FOB Pricing
	Mayonaisse Components

FIG. 160

16100

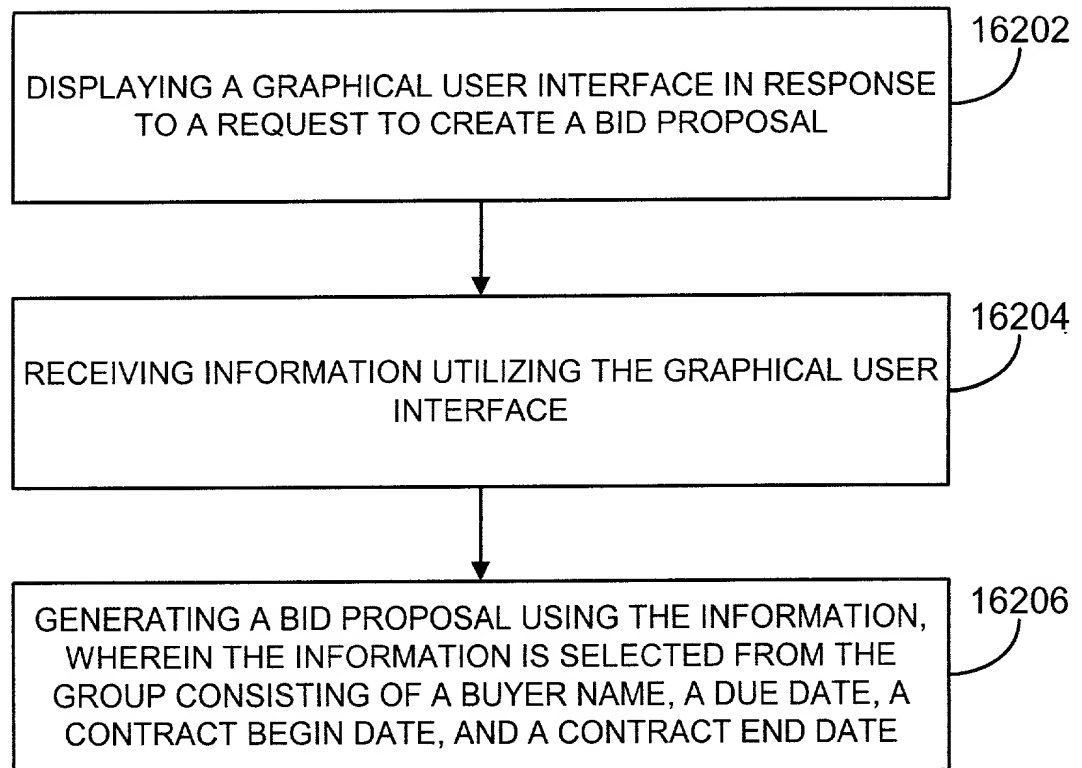
Item	Growth %	Gross Wgt.	Item Cube	Contract Period
CHICKEN-BK BROILER	5.00%	32	1.26	09/01/97 to 12/31/97
CHICKEN-PATTY	7.00%	37.00	1.09	
CHICKEN-TENDERS	0.00%	25.00	1.06	

Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Unit Usage
POST-ALBUQUERQ	576	30	99.34%	6.03	5.00%	755
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37

FIG. 161

16200



**FIG. 162**

16300



**FIG. 163**

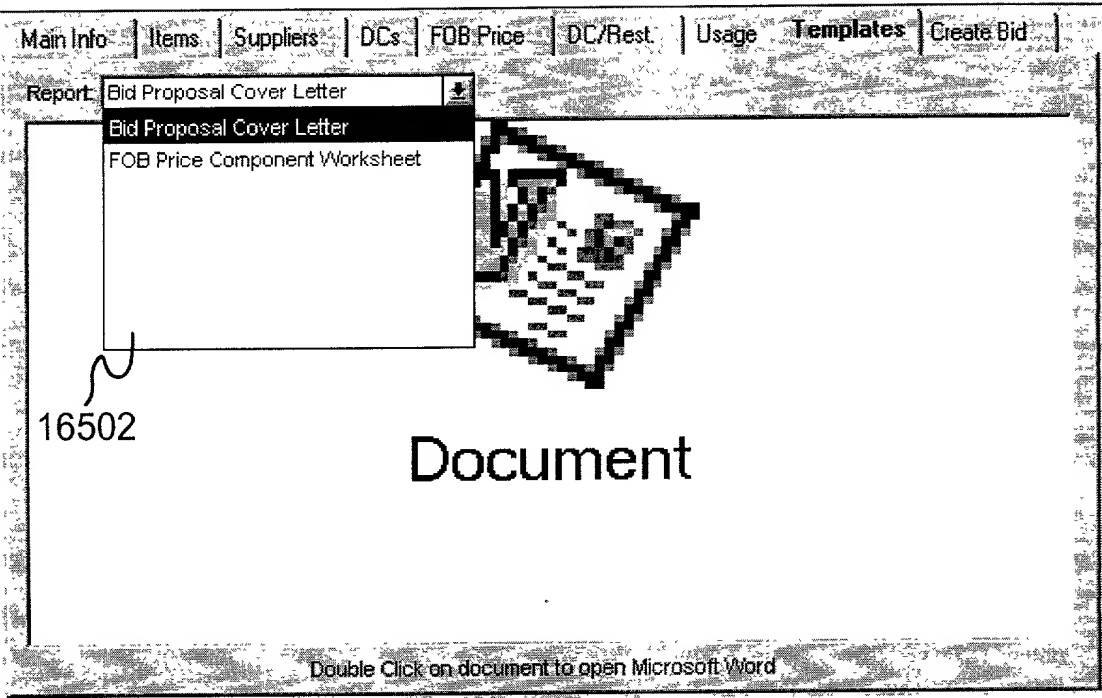
16400

	<i>Supply</i>	<i>MS</i>	<i>Editable</i>
	<i>Word</i>		<i>Y/N</i>
<b>Bid Proposal Cover Letter</b>	?		Y
<b>General Terms and Conditions</b>	?		Y
<b>Usage Estimates</b>	?		Y
<b>Supplier Facility Worksheets</b>	?		Y
<b>Item Information Worksheets</b>	?		Y
<b>Sample Supply Agreement</b>		?	Y
<b>BK Specification Request</b>		?	N
<b>FOB Price Component</b>		?	Y
<b>Truckload Freight Worksheet</b>	?		N
<b>LTL Freight Worksheet</b>	?		N

**FIG. 164**

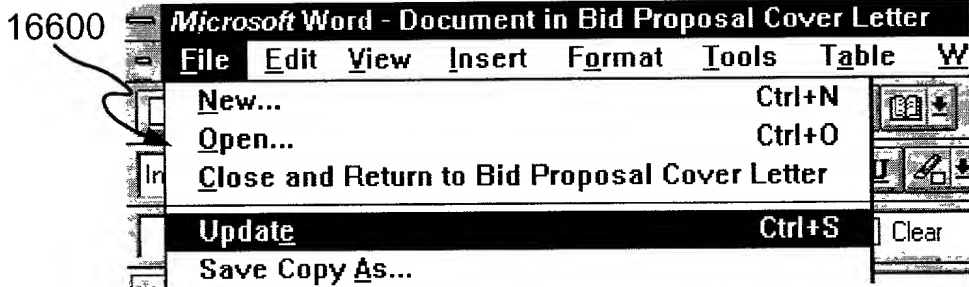


16500



16502

FIG. 165



16600

FIG. 166

16700

[Main Info](#) | [Items](#) | [Suppliers](#) | [DCs](#) | [FOB Price](#) | [DC/Best](#) | [Usage](#) | [Templates](#) | [Create Bid](#)

**Bid Proposal Sent** ☐

**Bid Proposal Will Include Checked Documents**

General		Cost	
<b>Bid Proposal Cover Letter</b>	<input checked="" type="checkbox"/>	<b>FOB Price Component Worksheet</b>	<input checked="" type="checkbox"/>
<b>General Terms &amp; Conditions</b>	<input checked="" type="checkbox"/>	<b>Truckload Freight Worksheet</b>	<input checked="" type="checkbox"/>
<b>Usage Estimates</b>	<input checked="" type="checkbox"/>	<b>LTL Freight Worksheet</b>	<input checked="" type="checkbox"/>
<b>Supplier Facility Worksheet</b>	<input checked="" type="checkbox"/>		
<b>Item Information Worksheet</b>	<input checked="" type="checkbox"/>	<b>Blank Sheets</b>	
<b>Sample Supply Agreement</b>	<input checked="" type="checkbox"/>	<b>Supplier Facility Worksheet</b>	<input checked="" type="checkbox"/>
<b>BK Specification Request</b>	<input checked="" type="checkbox"/>	<b>Item Information Worksheet</b>	<input checked="" type="checkbox"/>
		<b>FOB Price Component Worksheet</b>	<input checked="" type="checkbox"/>
		<b>Truckload Freight Worksheet</b>	<input checked="" type="checkbox"/>
		<b>LTL Freight Worksheet</b>	<input checked="" type="checkbox"/>

\* LTL Freight Worksheet will be printed by system if necessary

FIG. 167

16800

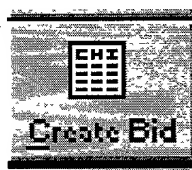


FIG. 168

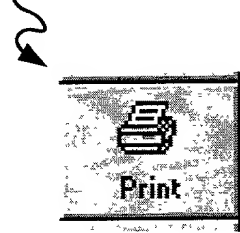
16900

**Report:**

Item Information Worksheet	Supplier: (all)
7/2/97 Bid Proposal Cover Letter	<b>Restaurant Services, Inc.</b> <b>Item Information Worksheet</b> ATTY DS
FOB Price Component Worksheet	
General Terms & Conditions	
<b>Item Information Worksheet</b>	
LTL Freight Worksheet	
Sample Supply Agreement	
Supplier Facility Worksheet	

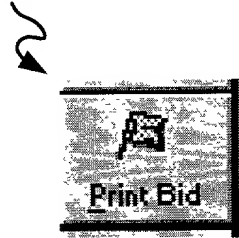
FIG. 169

17000



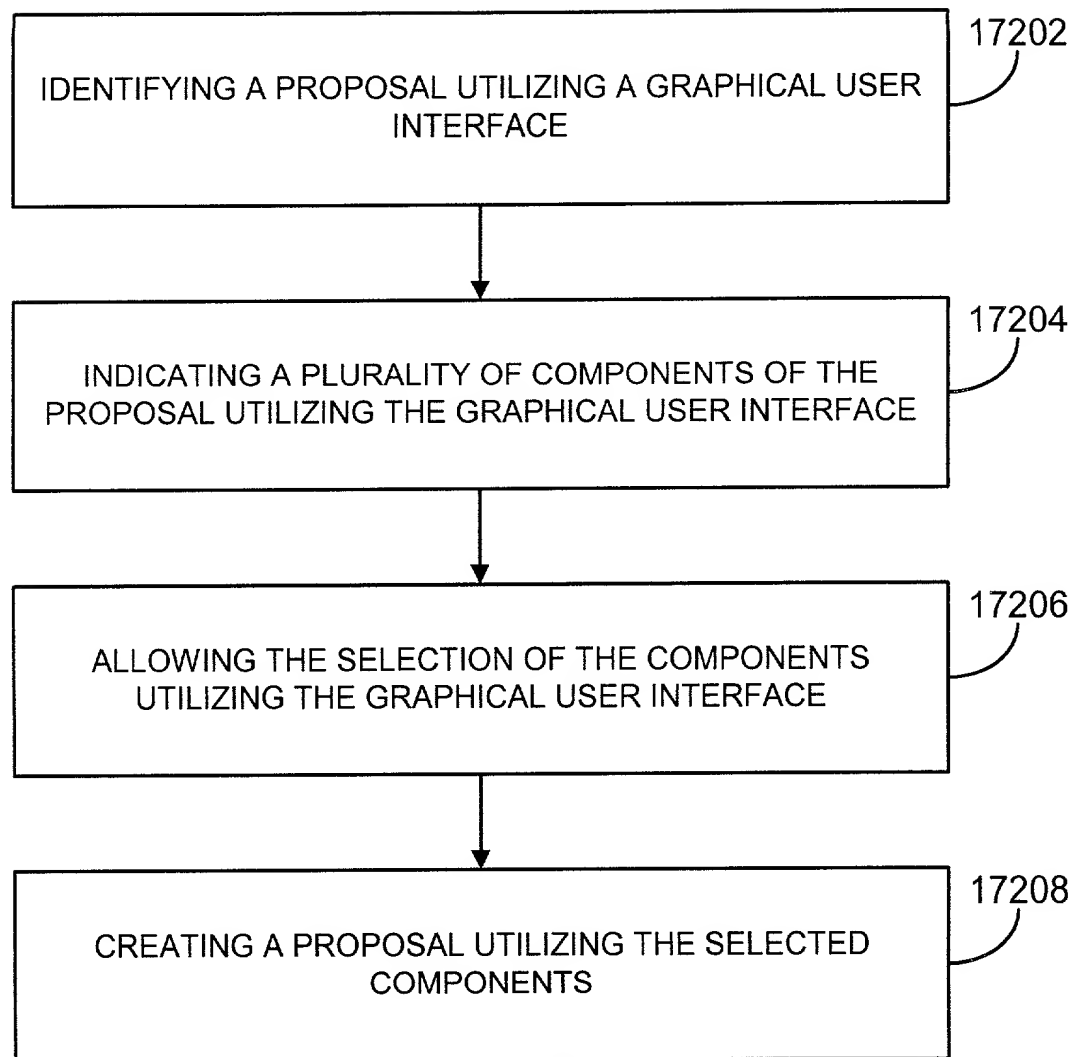
**FIG. 170**

17100



**FIG. 171**

17200



**FIG. 172**

17300



FIG. 173

17400

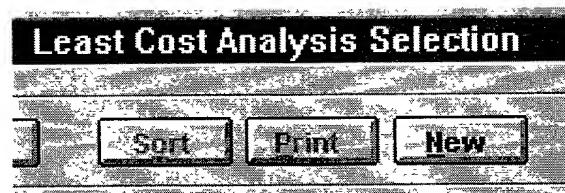


FIG. 174

17500

Supply		Patronage	Sales/Inv	Utilities	Window	Help
Supplier ...						
Supplier Site ...						
Distributor ...						
DC ...						
Item						
Proposal						
Least Cost Analysis						
Contract ...						

FIG. 175

**Bid Proposal Name:**

(None)



Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)

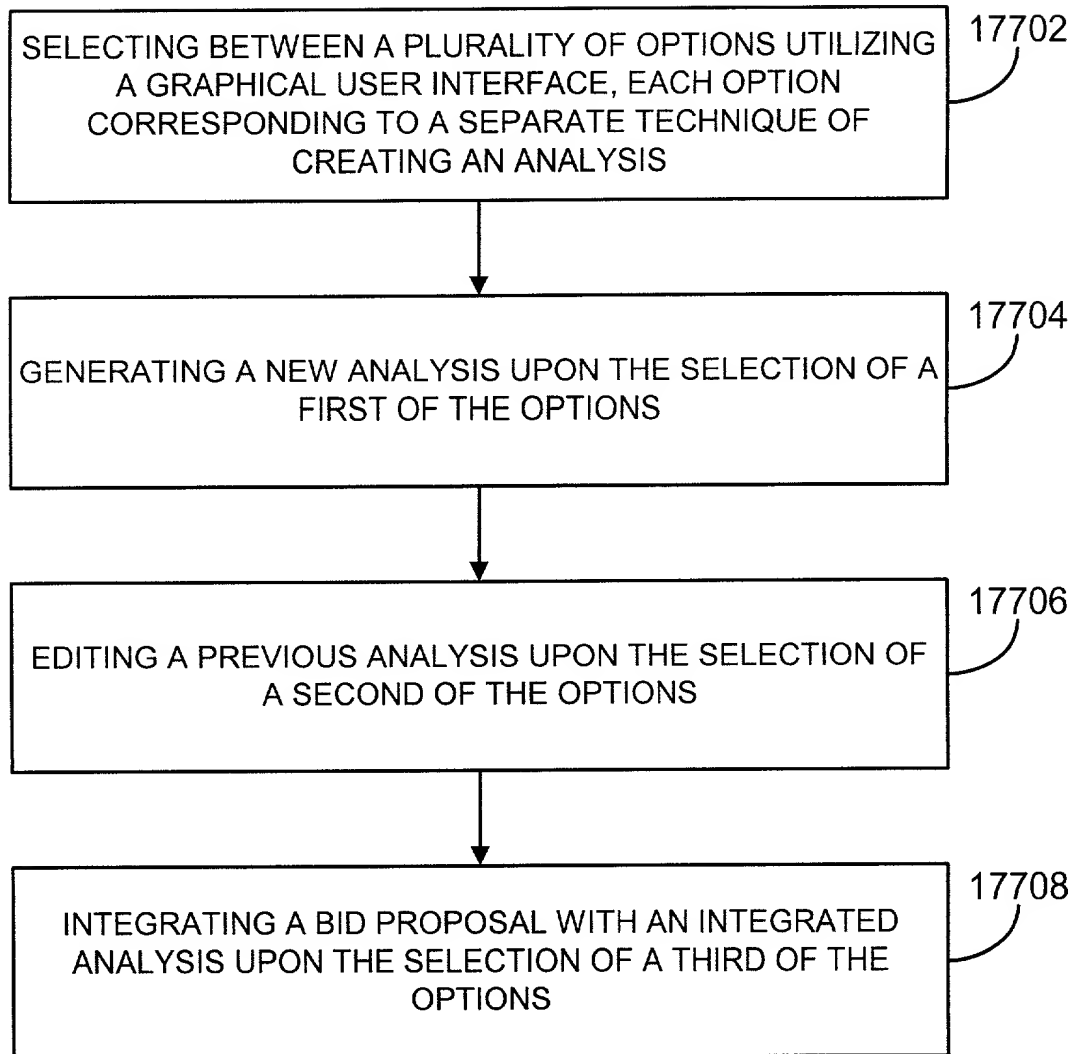
Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

17600



**FIG. 176**

17700



**FIG. 177**

17800

Analysis Name: Hash Brown Actual  
Analysis ID: 1036  
Buyer: Dennis Clabby  
Period of Agreement: 10/1/97 THRU 9/30/98  
Unit Of Measure: CASE(S)

FIG. 178

17900

Version ( 1 ) of ( 9 ) Base version

What is the max # of FOB points to allocate to each DC ? One FOB

What is pricing method for this version ? FOB + Freight

What is the RSI Invoice FOB Upcharge (Downcharge) ? 0.0000

Override RDC Truckload Validation? No

Solution Strategy: Standard Last Revision: 9/15/97 1:04 PM

FIG. 179



18000

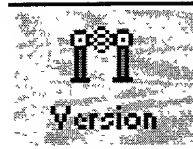


FIG. 180

18100

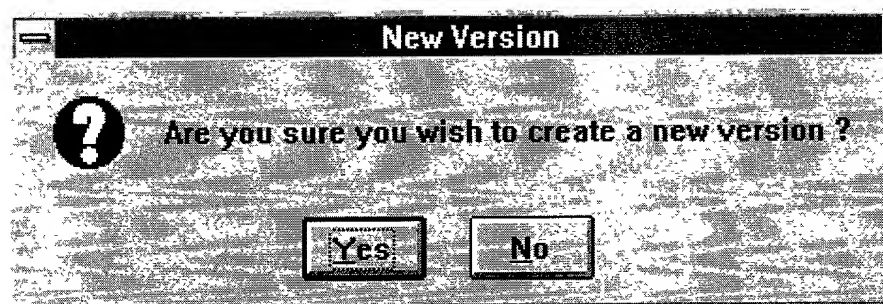
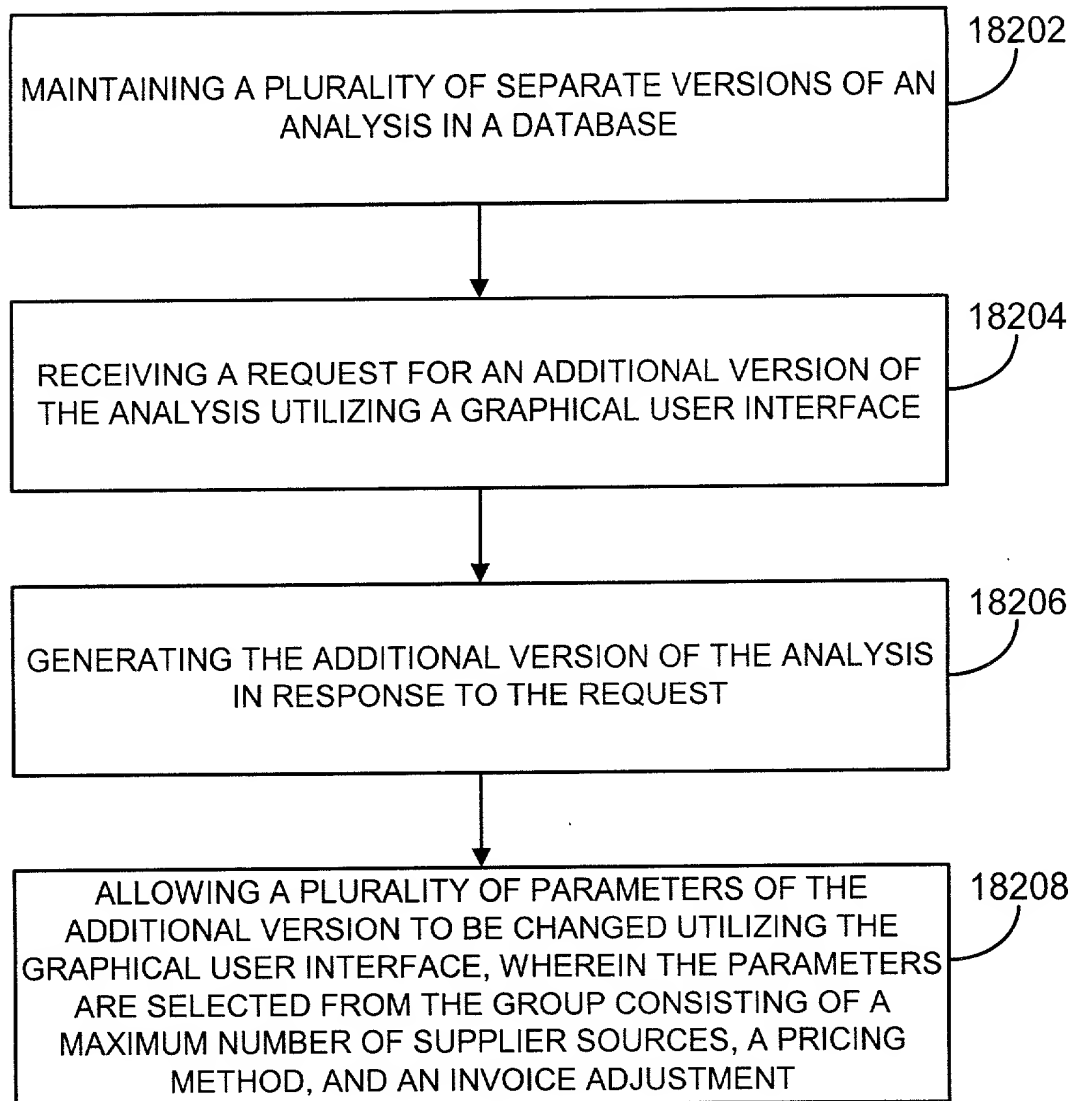


FIG. 181

18200



**FIG. 182**

18300

Search Query Reset

Query Values 7 Rows Selected

Supplier FOB		Supplier FOB
DOP		DOPACO-DOWNTOWN, PA
	>	DOPACO-KINSTON, NC
	>>	DOPACO-ST. CHARLES, IL
		DOPACO-STOCKTON, CA
		IMPERIAL BONDWARE-SHELBYVILLE, IL

18302

FIG. 183

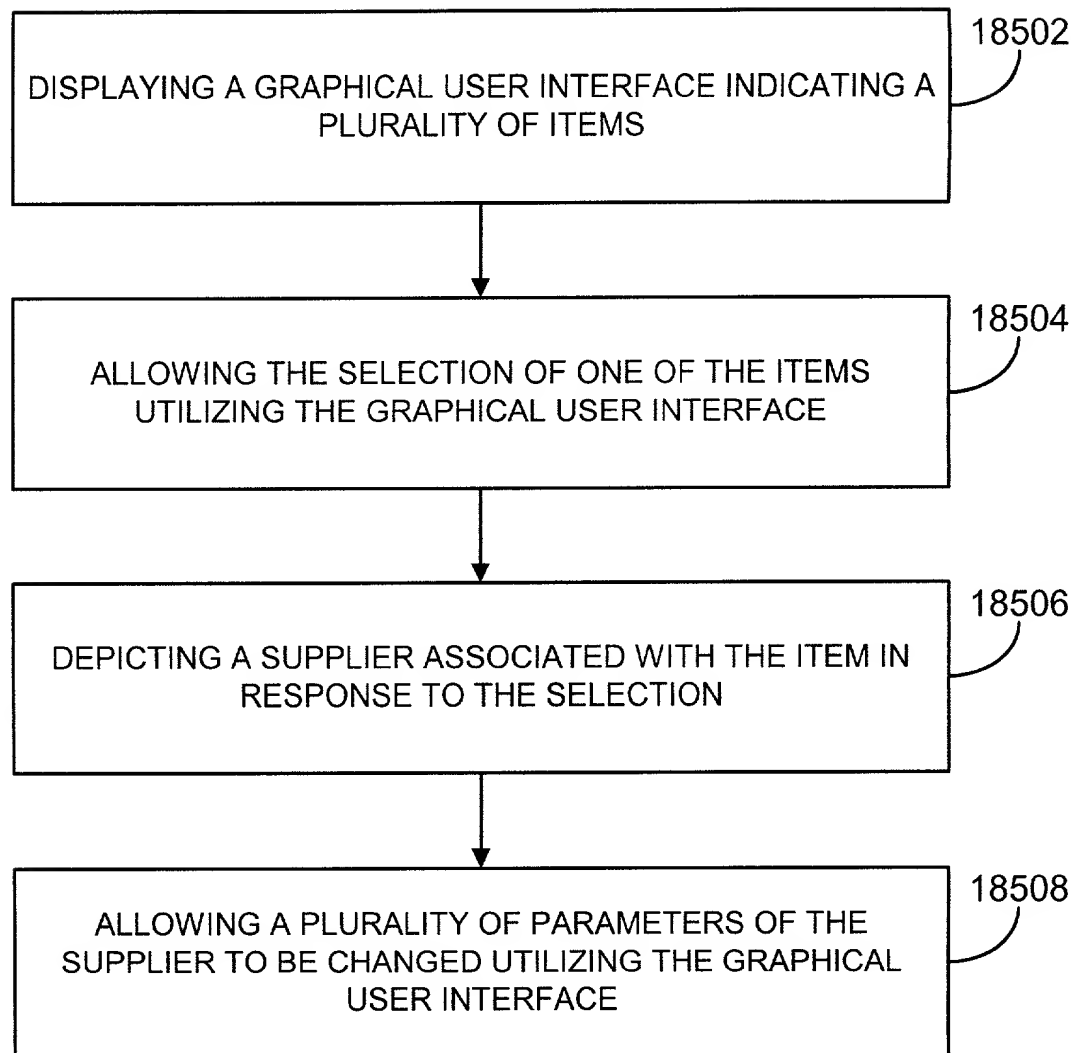
18400

Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

18402

FIG. 184

18500



**FIG. 185**

18600

Item Description		Supplier FOB	
CUP-COLD 16 OZ		DOPACO-DOWNTOWN, PA	
CUP-COLD 22 OZ		DOPACO-DOWNTOWN, PA	
CUP-COLD 32 OZ		DOPACO-DOWNTOWN, PA	

<b>Supplier Item Desc:</b>	16 OZ COLD CUP	<b>Item No:</b>	CP2942
<b>Items per Case:</b>		<b>Tie Qty:</b>	5
<b>Innerpack Contents:</b>	1200	<b>High Qty:</b>	5
<b>Item Size:</b>		<b>Cases Per Pallet:</b>	25
<b>Item Shelf Life:</b>		<b>Stacking Allowed:</b>	<input checked="" type="radio"/> Yes <input type="radio"/> No
<b>Case Length:</b>	22.125	<b>Mandatory Case Cube:</b>	3.43 CUBIC FEET
<b>Case Width:</b>	15.125	<b>Cases Per Truckload:</b>	769
<b>Case Depth:</b>	17.75	<b>Gross Weight:</b>	29.28 POUND(S)
<b>Case U/M:</b> INCHES		<b>Net Weight:</b>	27.28 POUND(S)

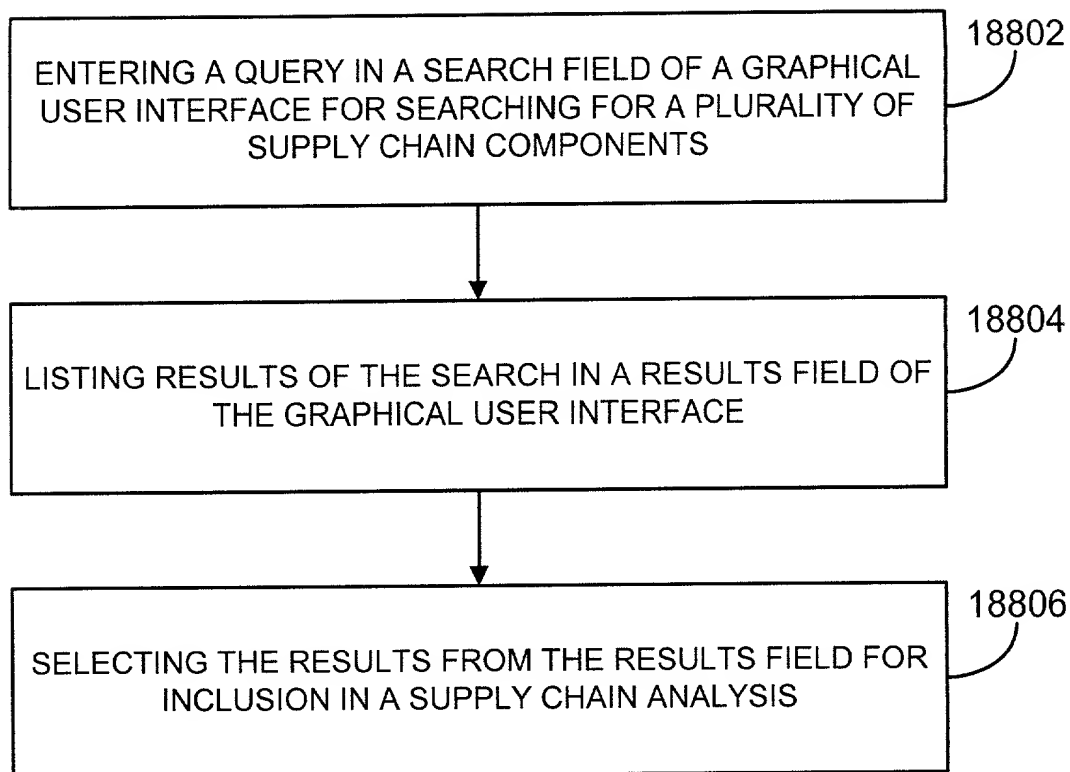
FIG. 186

18700



FIG. 187

18800



**FIG. 188**

18900

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include	
CAVENDISH FARMS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No	
J.R. SIMPLOT COMPANY		Pallet			<input type="radio"/> Yes <input checked="" type="radio"/> No	
LAMB-WESTON, INC.		Pallet	200,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No	
Supplier FOB			Minimum	Maximum	Include	
LAMB-WESTON, INC. - PASCO, WA			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	
LAMB-WESTON, INC. - RICHLAND, WA			0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	
LAMB-WESTON, INC. - AMERICAN FALLS, ID			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	

FIG. 189

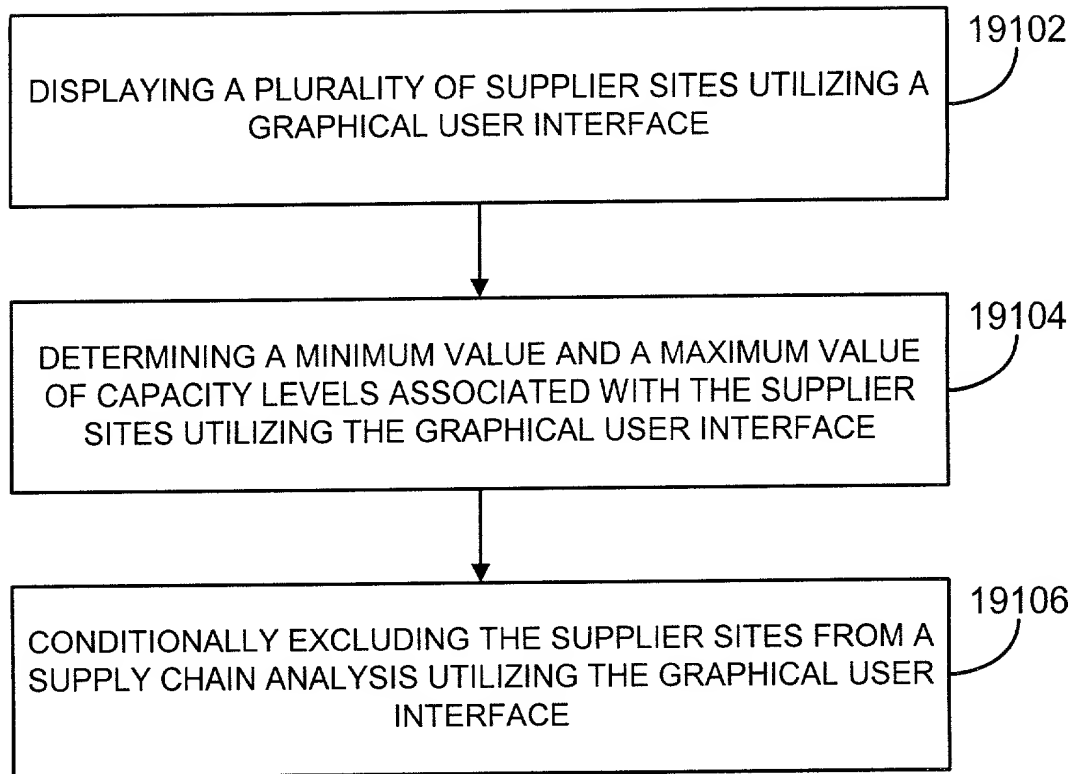
19000

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include	
MCCAIN FOODS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No	
NESTLE FOOD COMPANY		Pallet			<input type="radio"/> Yes <input checked="" type="radio"/> No	
ORE-IDA FOODS		Pallet	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No	
Supplier FOB			Minimum	Maximum	Include	
MCCAIN FOODS, LTD. - PRINCE EDWARD ISLAND			18,000,000	30,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No	
MCCAIN FOODS, LTD. - PORTAGE LE PRAIRIE			45,000,000	50,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No	
MCCAIN FOODS, INC. - OTHELLO, WA			27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	

FIG. 190



19100



**FIG. 191**

19200

Supplier	#	Volume	
HUDSON INDUSTRIES	0		
INTERNATIONAL DIVERSEFOODS	0		
SUPERIOR COFFEE & FOODS	0		

Supplier FOB	Item	Cont FOB	#	Volume
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8.4200	0	
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9.2300	0	

FIG. 192

19300

Supplier	#	Volume
SSI FOOD SERVICES	0	
TEXAS AMERICAN FOOD SERVICE	0	
WHITEFORD FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0010	2	2,508,000

FIG. 193

19400

Supplier	#	Volume
VENTURA FOODS	0	
VENTURA FOODS	1	100,000

Supplier FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8 9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8 8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SALICE-BULK-TARTAR	9 5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SALICE-BULK-TARTAR	9 4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9 1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9 0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9 5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9 4800	1	

FIG. 194

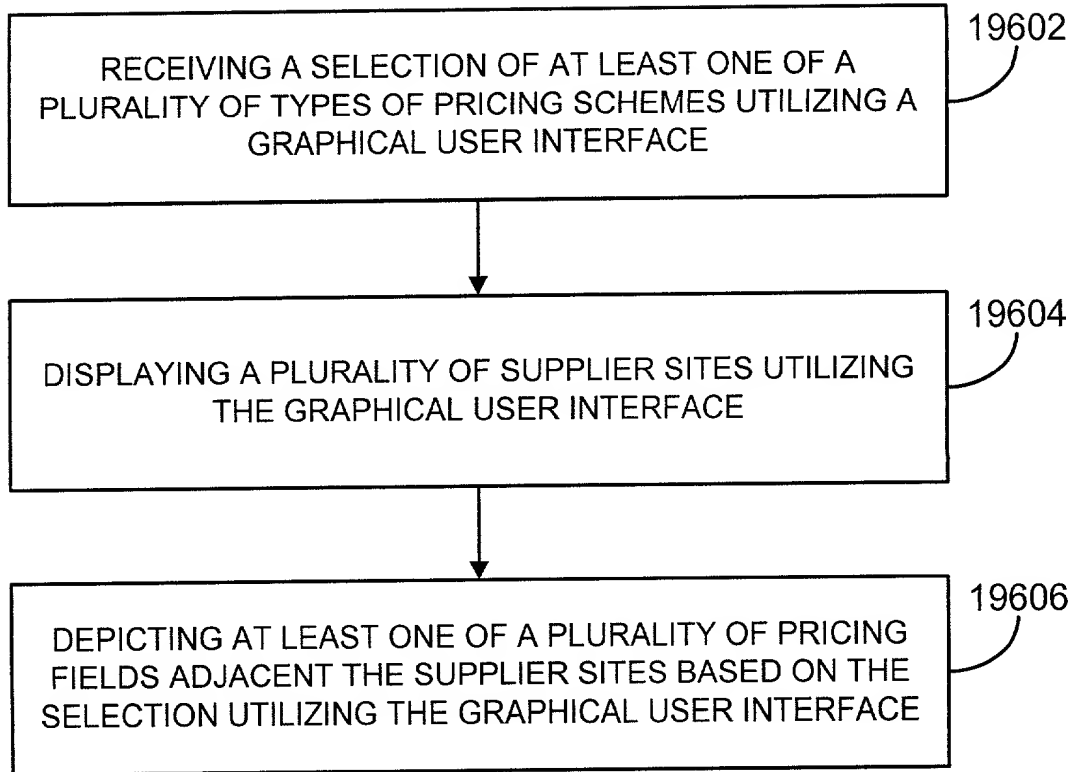
19500



Item Description		Supplier FOB		↑	
FRIES-COATED		CAVENDISH-PRINCE EDWARD			
FRIES-COATED		J.R. SIMPLOT COMPANY-HERMISTON			
FRIES-COATED		LAMB-WESTON, INC-PASCO, WA		↓	
Distribution Center		Delivered	#	Volume	↑
AMERISERVE-OMAHA, NE		0 3750	0	0	
AMERISERVE-PLYMOUTH, MN		0 3850	0	0	
AMERISERVE-WAUKESHA		0 3670	0	0	
FLEMING FOODS-KAPOLEI		0 4725	0	0	
KING PROVISION-ATLANTA		0 3950	0	0	

FIG. 195

19600



**FIG. 196**

19700

Total Rest. Growth Amount		Usage Period	
5.00% ~ 19702		09/01/97 to 08/31/98	
Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVE POST-ALBUQUERQUE	27	5.00%	28
AMERISERVE POST-DENVER	35	5.00%	37
AMERISERVE POST-SALT LAKE UT	2	5.00%	2
AMERISERVE-OMAHA, NE	166	5.00%	174

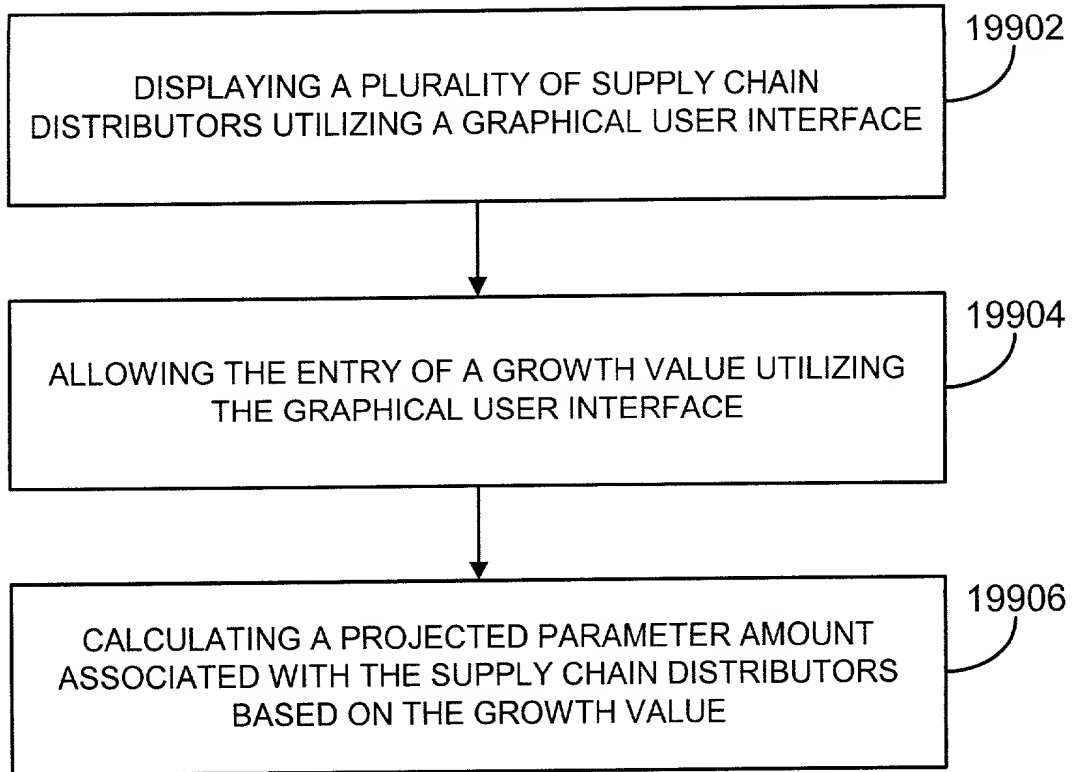
FIG. 197

19800

Item		Item Growth %		Usage Period				
CHICKEN-PATTY		.00%						
Distribution Center	Previous Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Usage		↑
AMER-OMAMA	44,035	166	98.49%	24.12	4.00%	49,205		
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823		
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909		

FIG. 198

19900



**FIG. 199**

20000

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211

Distribution Center	Lane Restriction		Honor TL Rate
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-DENVER	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-SALT LAKE, UT	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>

20002

FIG. 200

20100

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211

Distribution Center	Lane Restriction	
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input checked="" type="radio"/> Required <input type="radio"/> Excluded
AMERISERVE/POST-DENVER	<input checked="" type="radio"/> Solver	<input type="radio"/> Required <input type="radio"/> Excluded

FIG. 201

20200

**Invalid Selection**

i

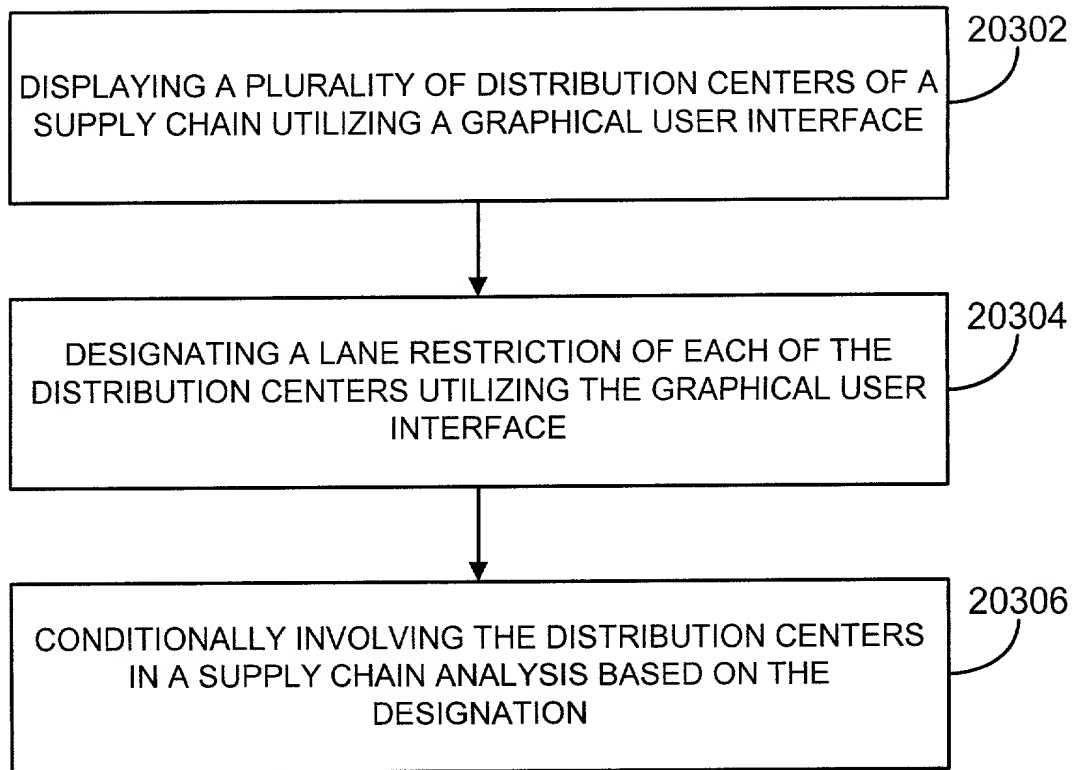
AMERISERVE/POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR.

OK

FIG. 202



20300



**FIG. 203**

20400

Supplier FOB		Address		
CAVENDISH FARMS	Dieppe	NB	E1A6X4	↑
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999	
LAMB WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211	↓
Distribution Center	Truckload Freight	Lane Distance		
AMERISERVEPOST-ALBUQUERQUE	1,617			
AMERISERVEPOST-DENVER	1,277			
AMERISERVEPOST-SALT LAKE, UT	691			

FIG. 204

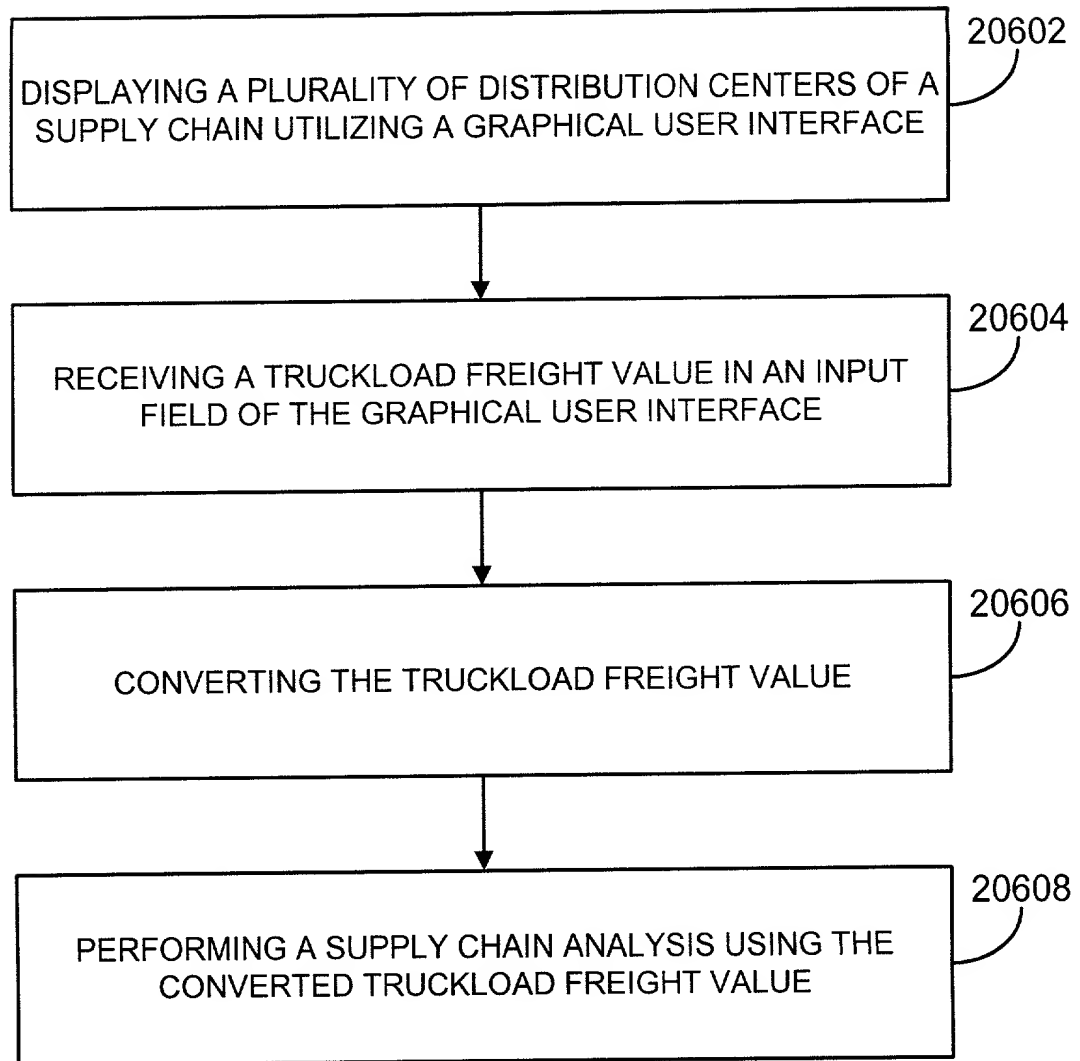
20500

Supplier FOB		Address			
O.K. FOODS-FORT SMITH AR	Fort Smith	AR	72904		
TYSON FOODS-GREEN FORREST, AR	Green Forest	AR	72638		
TYSON FOODS-RUSSELVILLE AR	Russelville	AR	72801		

Distribution Center	Weight	LT Minimum	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS +	1
PS-ATLANTA	15,000					1.10		
PS-BURLINGTON	15,000	400.00				1.20		

FIG. 205

20600



**FIG. 206**

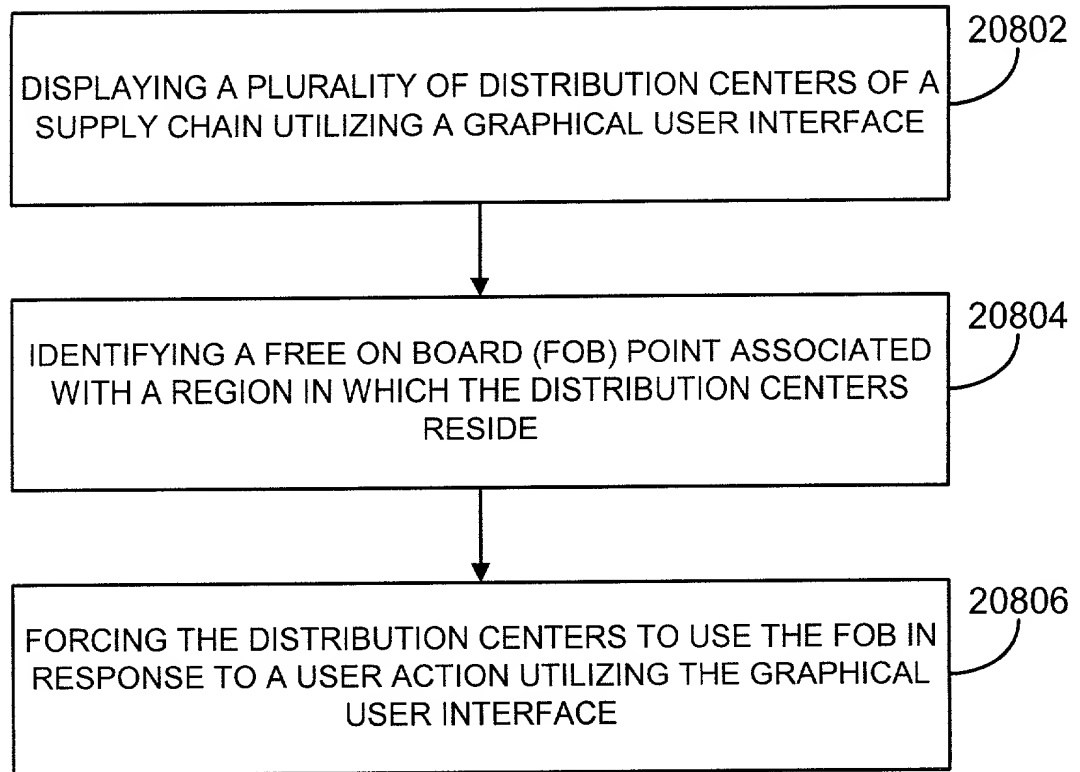
20700



Analysis Region		Force FOB	
MCCABE-PORTLAND/RMW-ANCHORAGE		<input checked="" type="radio"/> Yes	<input type="radio"/> No
Distribution Center Name		Site Role	
MCCABE QUALITY FOODS-PORTLAND		Corporate & FOB Point	
RESTAURANTS RMW-ANCHORAGE		Corporate & FOB Point	

FIG. 207

20800



**FIG. 208**

20900

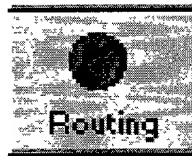


FIG. 209

21000

**Report Selection**

Report Type:	Report Name:
Optimal Product Routing	Freight Information Provided

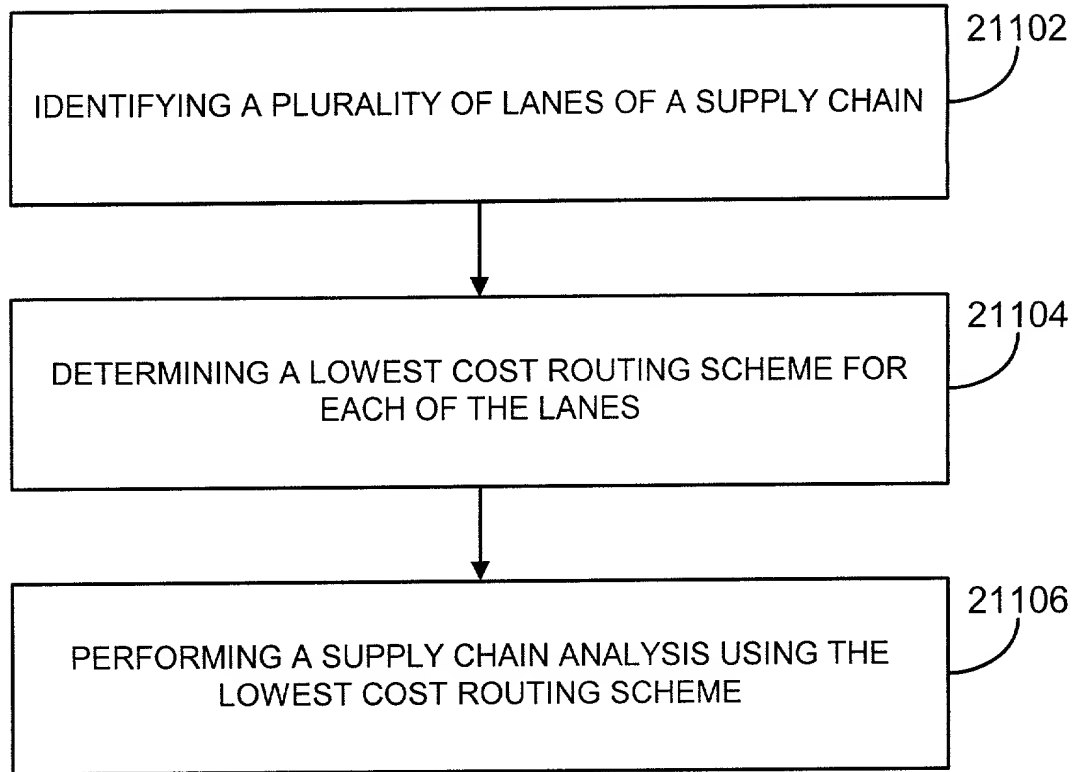
**Report Parameters**

Supplier:	(All)
Supplier FOB:	(All)
Distribution Center:	(All)
Version:	Base Version

Freight Information Provided
LTL Routing Grid By Lane
Routing Results By Lane
Routing Results By Lane, Item
Routing Results w/ RDC Breakout By Lane
Routing Results w/ RDC Breakout By Lane, Item
TL Freight Variance Analysis

FIG. 210

21100



**FIG. 211**

21200



FIG. 212

21300

21302

**Report Selection**

Report Type:	Report Name:
Awarded Volume	Awarded Volume by Item - Detail
Awarded Volume	
Comparison Reports	
Cost Matrix Preview	
Optimal Product Routing	
Tab Reports	
	ew Capacity & Prices

FIG. 213



21400

Awarded Volume by Item - Detail
Awarded Volume by Item - Detail
Awarded Volume by Item - Freight
Awarded Volume by Item - Summary
Competing DC Freight Analysis by Item
Lane Assignment Matrix
Lane Weighted Average Delivered Cost

FIG. 214

21500

Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)
Invoice FOB Detail Comparison (with conversion)
Invoice FOB Savings Comparison (no conversion)
Invoice FOB Savings Comparison (with conversion)

FIG. 215

21600

Report Type:	Report Name:
Comparison Reports	Assigned Volume Percentages (no conversion)

FIG. 216

21700

Report Name:
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)

FIG. 217

21800

Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Matrices: Yes ☒ No ☐

FIG. 218

21900

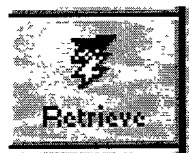
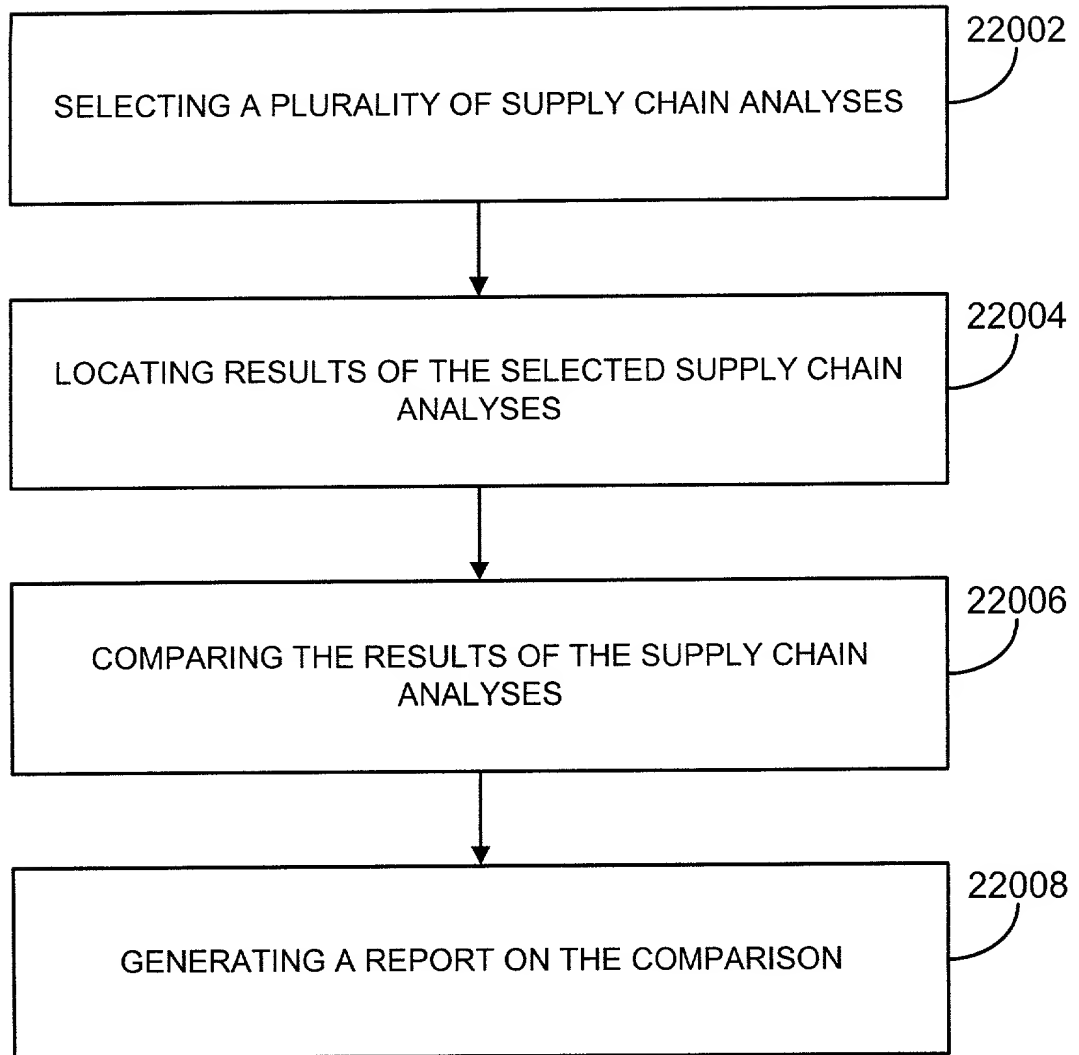


FIG. 219

22000



**FIG. 220**

22100



FIG. 221

22200

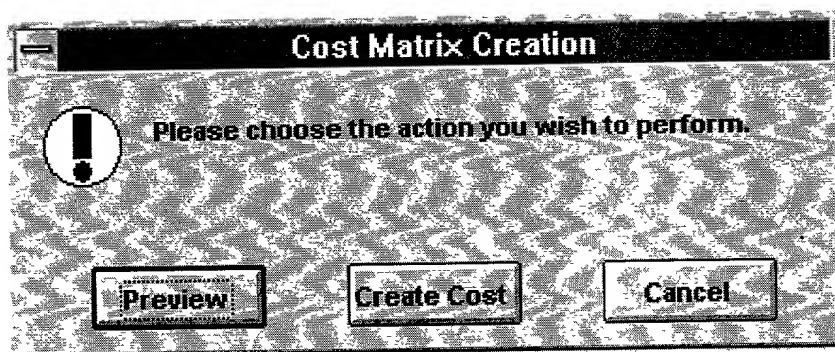


FIG. 222

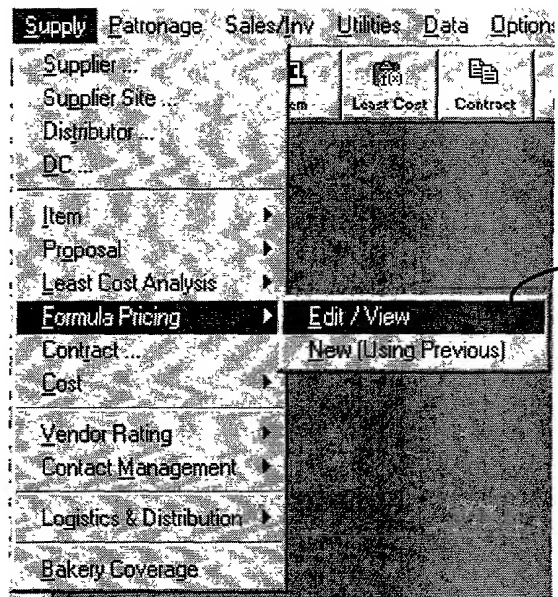


FIG. 223

22400

**Formula Pricing - BEEF - 77% - 04/06/98**

General Info | Pricing | Freight | Formulas | Block Cost | Adjustments

Pricing ID: 12

Description: Beef Pricing 04/06/01

Item: BEEF - 77%

Raw Material Pricing Date: 04/06/01 From: 03/23/01 To: 04/03/01

Cost Matrix Begin Date: 03/15/01 End Date: 03/28/01

FOB Adjustment Amount: 0.0000

FIG. 224

22500

**Formula Pricing - BEEF - 77% - 04/06/98**

General Info Pricing Freight Formulas Block Cost Adjustments

Date	FRSH DOM 58% TRIM	FRSH DOM 65% TRIM	FRSH DOM 73% TRIM	FRSH DOM 75% TRIM	FRSH DOM 80% LEAN	FRSH DOM 85% LEAN	FRSH DOM 90% LEAN BL	FRSH DOM 90% LEAN	FRSH DOM 90% LEAN YW	FRZN DOM 90% LEAN BL	IMP AUS 90% LEAN	Lean Fine Tatr Beef
03/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500	0.7960
03/24/98	0.8800	0.9100	0.9148	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600	0.8400
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300	0.8200
03/26/98	0.8650	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500	1.0000
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9800	0.8400
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870	0.9650	0.7998
03/31/98	0.8860	0.9160	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9870	0.9000
04/01/98	0.8700	0.9200	0.9393	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9630	0.9840
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870	0.8200
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870	0.8600
	0.8753	0.9247	0.9275	0.9528	0.9300	0.9881	1.0690	1.0950	1.1210	0.9572	0.9659	0.8760

FIG. 225

22600

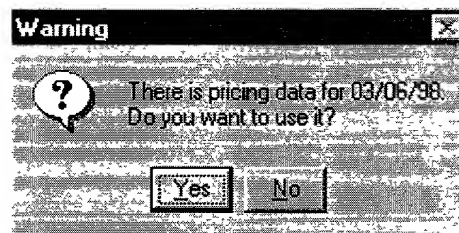


FIG. 226

22700

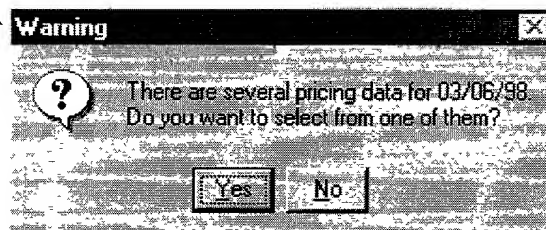


FIG. 227

22800

Pricing ID	Calc. Date	Description
10	03/08/98	Beef Pricing 3/8/98
11	03/23/98	Beef Pricing 3/23/98

OK Cancel

FIG. 228

22900

**Formula Pricing - BEEF - 77% - 04/06/98**

General Info | Pricing | **Freight** | Formulas | Block Cost | Adjustments

Supplier FOB	Address
AMERICAN FOOD SERVICE	King of Prussia, PA 19406
DIVERSITY FOOD PROCESSING-VIRGINIA	Petersburg, VA 23905
GOOD SERVINGS PRODUCTS-NH	Manchester, NH 03108

Material Type	Freight Amt
Fresh Domestic 50% Trim	0.0450
Fresh Domestic 65% Trim	0.0000
Fresh Domestic 73% Trim	0.0000
Fresh Domestic 75% Trim	0.0000
Fresh Domestic 80% Lean	0.0000
Fresh Domestic 85% Lean	0.0000
Fresh Domestic 90% Lean	0.0400
Fresh Domestic 90% Lean-Blue	0.0000
Fresh Domestic 90% Lean-Yellow	0.0000
Frozen Domestic 90% Lean	0.0000
Imported Australia 90% Lean	0.0150

FIG. 229



23000

Formula Pricing - BEEF - 77% - 04/06/98																		
General Info		Pricing		Freight		Formulas		Block Cost		Adjustments								
Formula	FD68TR		FD65TR		FD73TC		FD80LC		FD85LN		FD90LC		IMAU90		LFTB		Total	
	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost		
AFS-1	0.3120	0.2871									0.1880	0.2134	0.4000	0.3824	0.1000	0.0911	0.9840	
DIV-1	0.1400	0.1295	0.2000	0.1949	0.1400	0.1368					0.2000	0.2190	0.3200	0.3139			0.9941	
GS-1	0.3270	0.3042									0.1730	0.1972	0.3600	0.3549	0.1400	0.1309	0.9866	
S&C-1	0.2414	0.2200					0.2178	0.2026	0.2179	0.2153	0.2179	0.2386			0.1050	0.0958	0.9721	
SER-1	0.3290	0.2926									0.1750	0.1951	0.3650	0.3571	0.1350	0.1236	0.9684	
TEX-1	0.3090	0.2766									0.3410	0.3802	0.2500	0.2452	0.1000	0.0896	0.9916	
WHI-1	0.3290	0.2958									0.1750	0.1968	0.3650	0.3608	0.1350	0.1230	0.9765	
WMS-1	0.3325	0.2977									0.4575	0.5185	0.1000	0.0966	0.1000	0.0890	1.0018	

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98						
General Info		Pricing	Freight	Formulas	Block Cost	Adjustments
Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1222	✓
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792	✓
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1324	✓
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	✓
SER-1	0.9684	0.99	\$0.9831	0.1325	\$1.1156	✓
TEX-1	0.9916	0.99	\$1.0067	0.1232	\$1.1299	✓
WHI-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214	✓
WMS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536	✓

FIG. 231



23200

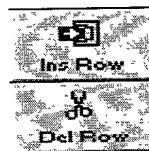
Formula Pricing - BEEF - 77% - 04/06/98

Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292
GS-1	0.9866	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299

Amount	Adjustment Desc
0.1500	Upcharge

FIG. 232



23300

23302

FIG. 233

23400

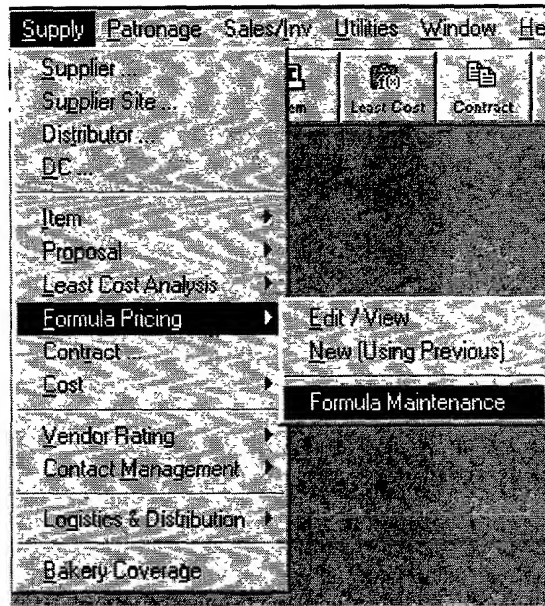


FIG. 234

23500

Formula Maintenance			
Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGI	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1
Number of Rows: 14			
Material Type		Begin Date	Percentage
Fresh Domestic 50% Trim		10/03/1997	31.2000%
Fresh Domestic 73% Trim		10/01/1996	20.0000%
Fresh Domestic 85% Lean		10/01/1997	5.0000%
Fresh Domestic 90% Lean		10/01/1997	18.8000%
Number of Rows: 6			100.0000%

FIG. 235



23600

FIG. 236